

World's Most Honoured Watch

FINANCIAL TIMES

PUBLISHED IN LONDON AND FRANKFURT No. 29,483 Saturday November 24 1984 ***35p

OVERSEAS MOVING BY MICHAEL GERSON 01-446 1300

BRITISH TELECOM Don't be pipped at the post p9

WINE p17 The 1984 Burgundies

Are small shareholders missing out? p18 HOME ELECTRONICS p19 The seasonal spending spree

Forecasting the car of the year p11

Volumes for young and old p14

Tories warn of further rebellions

Senior Tory MPs warned the Government of the likelihood of further Commons rebellions...

Drought aid approved

A further £17m of emergency drought aid for Sudan, Chad, Ethiopia, Somalia and the Central African Republic...

Korean soldiers killed

One South Korean and two North Korean soldiers died after shooting in the demilitarised zone...

£18m Sainsbury will

James Arthur Sainsbury, a director of the food chain for 33 years, left most of his £18m estate for the setting up of the Kay Kendall Leukemia Research Fund...

Disident 'sent to Urales'

Soviet dissident Anatoly Shcharansky's wife said he had apparently been moved to a labour camp in the Urals...

PNC sacks speaker

The Palestine National Council, meeting in Amman, Jordan, sacked its speaker, Khaled Fahoum...

Frewen for retrial

Commodity broker Justin Frewen is to be retried after an Old Bailey jury failed to reach verdicts...

Post office raider jailed

Former Royal Horse Guards lance-corporal Steven Henry, who admitted a series of shotgun post office raids in Essex and London, was jailed for nine years...

Gornish sea rescues

The Swiss sail training vessel Perata was taken in tow by a tug in gale-force winds off Falmouth and the Falmouth relief lifeline also required a tow after falling to reach the Perata...

Revaluation lifts News Corp assets

NEWS CORPORATION, Australian holding company of publisher Rupert Murdoch, increased net assets 143 per cent from A\$406m to A\$866m...

CULENS STORES, grocery and off-licence chain...

CULENS STORES, grocery and off-licence chain which last week agreed to a £6.8m offer from three former Imperial Group executives...

Equities remained quiet

Equities remained quiet ahead of the British Telecom flotation. A late rally brought the FT Industrial Ordinary Index up to close at 910.3...

U.S. agreed to consult Britain over any threats to trade relations arising from U.S. export restrictions...

EEC INFLATION rate was 0.8 per cent last month, for an annual 6.7 per cent.

WEST GERMANY'S Council of Economic Advisers predicted real economic growth of 3 per cent next year...

CBI directors-general Sir Terence Beckett said members feared they could not make up the shortfall if the Chancellor removed pension tax reliefs...

CLOSED SHOP was overwhelmingly supported in a ballot among 9,000 Uswam members, held in defiance of TUC policy...

BOLIVIA devalued the peso to 3,751 to the U.S. dollar and introduced tight austerity measures...

TOKYO markets were closed for Labour Thanksgiving Day.

CHLORIDE GROUP reported half-yearly profits of £5.4m (£3.1m) and predicted more "modest but steady progress"...

WEDGWOOD china and earthenware maker more than doubled 26-week profits from £2.86m to £5.85m...

DIXONS lifted its stake in Currys, rival electrical retailer, to 2.2 per cent...

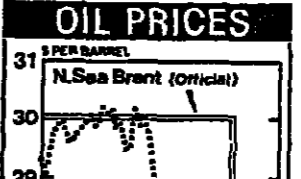
ACI International of Australia bid NZ\$209m (\$21m) for the 44.4 per cent it does not own of Alex Harvey Industries...

Miners' drift to work will continue—NCB

BY JOHN LLOYD, INDUSTRIAL EDITOR. The National Union of Mineworkers' drift to work will continue strongly into next year...

N. Sea oil price slide continues

NORTH SEA OIL spot prices continued their downward spiral yesterday, with December shipments of Brent, the North Sea marker...



China hails its first Communist millionaire

By Mark Baker in Peking. A PEASANT from China's Henan province who runs a prosperous co-operative has been declared the country's first Communist millionaire...

It would be childish to point out that Zhang Chengshan is not a genuine U.S. dollar-earned capitalist millionaire...

IMF 'ready to release \$380m Brazil credit'

BY ANDREW WHITLEY IN RIO DE JANEIRO. THE INTERNATIONAL MONETARY FUND will next week release a \$380m (\$304m) tranche of its Extended Fund loan to Brazil...

Vendor placing to fund takeovers attacked by M & G chairman

BY DUNCAN CAMPBELL-SMITH. THE CITY is having second thoughts about the rules governing companies issuing fresh equity capital...

Vendor placing to fund takeovers attacked by M & G chairman

DEE move, completed on Thursday, that it amounted to "a rough deal for the private shareholder"...

The Best Financial News in this Paper is in this Prospectus. CITIFUNDS

Introducing Citifunds. A global money market fund that offers the best possible combination of security of principal, notably high yield, with immediate liquidity...

CITIFUNDS ADVISED BY CITIBANK

MARKETS section containing tables for DOLLAR, GOLD, FED FUNDS, LONDON MONEY, STOCK INDICES, and various financial metrics.

CONTENTS section listing various market indicators and news items with page numbers.

OVERSEAS NEWS

Quebec's ruling party in crisis after resignations

BY BERNARD SIMON IN TORONTO AND ROBERT GIBBENS IN MONTREAL

THE RESIGNATIONS of several hardline nationalists from the Quebec Government has plunged the ruling Parti Quebecois (PQ) into its most serious crisis since it was formed in 1971 to promote Quebec sovereignty.

Insurance rates for Kharg ships negotiable

By Richard Johns

LLOYDS war risks rating committee has put cargo rates for Kharg Island, Iran's main oil terminal, on "held cover", meaning that they are now negotiable rather than set at the recent level of 2 per cent.

Michael Thompson-Noel looks at a fledgling anti-nuclear party Rock star tries to roll back Hawke

MORE THAN six feet tall and fashionably cadaverous, with his skull shaved naked like an Olympic swimmer's, Mr Peter Garrett's current claim to fame is that he is the lead singer of the Australian rock band, Midnight Oil.



The NDP has three main policy aims: 1. Closure of all foreign military bases in Australia. 2. Prohibiting the stationing of nuclear weapons in Australia.

That many tribal aboriginals prefer uranium mining to tourism, because it's more lucrative and less disruptive, was a detail perhaps not known, and certainly not dwelt upon, by the NDP.

Dressed in beige shirt, tight black trousers and black suede shoes, Mr Garrett rounded on Mr Hawke this week, claiming that Australia, under Labor, was firmly a "part of the nuclear world."

The document praised New Zealand's anti-nuclear stand, and demanded a "Pacific nuclear-free zone with no testing, storage, transit or deployment of nuclear weapons, and no dumping of nuclear wastes."

Concern grows over Salvador peace talks

By David Gardner in Mexico City

CONCERN is growing on both sides of the Salvadorian civil war that the peace process started last month in the talks at La Palma, in northern El Salvador, is running into the sands.

Europe's defence ministers pledge arms co-operation

BY BRIDGET BLOOM IN THE HAGUE

EUROPEAN defence ministers yesterday claimed to have achieved a "political breakthrough" in arms collaboration. They endorsed a series of steps designed to enhance European co-operation, ranging from the early harmonisation of weapons requirements to a search for common technology and research projects.

Surge seen in W. German capital spending

BY PETER BRUCE IN BONN

GROWTH of some 4 per cent in capital investment next year in real terms should replace West Germany's strong export performance this year as the main factor in the country's economic growth according to forecasts published yesterday by a Government-appointed panel of independent economists.

Row erupts over Genscher's aborted trip

BY RUPERT CORNWELL

AN ill-concealed dispute has broken out between Herr Hans-Dietrich Genscher, the West German Foreign Minister, and leaders of the ruling centre-right coalition here in the aftermath of his abruptly cancelled visit to Poland this week.

Bolivia peso devalued

THE BOLIVIAN Government introduced a major evaluation and austerity package on Thursday, reports our Foreign Staff.

The COB trade union confederation, fearing a military coup d'etat, responded guardedly to the measures and called off its nine-day-old general strike.

Philippines expects GNP to fall by 6% this year

THE Philippines expects its gross national product to show a real decline of 6 per cent this year with no growth next year and a 1 per cent increase in 1986, Mr Cesar Virata the Prime Minister, said.

Three Koreans die in clash at Panmunjom

By Steven B. Butler in Seoul

ONE South Korean and two North Korean soldiers died yesterday morning in an exchange of fire in Panmunjom, the truce village in the four kilometre wide demilitarised zone between North and South Korea.

Moscow likely to seek test ban treaty

BY PATRICK COCKBURN IN MOSCOW

THE SOVIET UNION is likely to give priority to efforts to secure a complete nuclear test ban treaty and measures to limit the development of anti-satellite and anti-ballistic missile systems when disarmament talks start in Geneva in January, diplomats in Moscow said yesterday.

Centrists lead Uruguay's return to democracy

Jimmy Burns reports on tomorrow's elections

SR JULIO SANGUINETTI, the candidate of the centrist Colorado Party is being tipped by the polls to win Sunday's presidential elections here.

Advertisement for Omega Seamaster Titane watch. Text includes 'SPECIFYING EXCELLENCE', 'Omega Seamaster Titane. A stylish new Omega with case and bracelet of titanium. Light, smooth to the touch, yet hard-as-steel. Acid and water resistant too. The sapphire crystal is treated to combat reflection. The silk sheen finish embellished with distinctive pink metal inlay. This, the most intriguing watch of the eighties, bears a name synonymous with Olympic time-keeping. Omega. Your assurance of the ultimate in watchmaking craftsmanship. For further information contact your Omega Agent or telephone 0703 611612.'

Partners study accountants' merger plans

BY ALISON HOGAN

PRICE WATERHOUSE and Deloitte Haskins & Sells partners will this weekend pore over 250 pages of facts and figures on why the two firms of chartered accountants should merge to form the largest accounting practice in the world.

Lloyd's insurance 'detective' resigns

By John Moore, City Correspondent

MR KEN RANDALL, the in-house insurance "detective" of the Lloyd's insurance community and head of the market's regulatory services, has resigned from the Corporation of Lloyd's.

Rolls-Royce maps out a flight path to profitability

MR RALPH ROBINS, the newly-appointed managing director of Rolls-Royce, has already set himself a top-priority target—eliminating the company's deficit and restoring profitability as soon as possible.

"We are in a tough competitive business, but we believe we are on the right track, and that we can make a lot of money in the years ahead. The bottom line is very important, and we are now well on the way to achieving the profitability we have worked so hard for."

This year, as a result of the reorganisation by its late chairman, Sir William Duncan, Rolls-Royce has said it expects to cut its 1983 net deficit of £108m by at least £100m. Mr Robins believes strongly that wiping out the deficit is the path the company must follow for the immediate future.

In his view achieving a track record of profitability is vital for any eventual privatisation of the company (about which he remains cautious) no date for privatisation has been set by the Government.



Maximising sales in every sector and keeping a tight hold on costs. Those are the goals set by Mr Ralph Robins (right), recently appointed managing director of Rolls-Royce. Michael Donne explains why a "long and stable future" is foreseen for the aero-engine manufacturer.

the A-320 Airbus and other new-generation airliners. At the same time, the company is building the Tay jet engine for the Fokker F-100 and other small airliners, and is developing a "core" that can be turned into a variety of engines.

On the military side, the company's major programmes include the international RB-199 for the Tornados combat aircraft. A derivative is planned for another advanced fighter under the UK's own Experimental Aircraft Programme (EAP).

Mr Robins believes the company is poised to benefit from the substantial slimming of its labour force over recent years (at the end of 1983, it stood at 42,300, compared with close to 60,000 in the mid-1970s). The company is recruiting again, but only in specially selected skilled areas.

It will remain a tough business. In spite of the growth of international collaboration on new engine ventures, competition for civil and military engine orders is getting hotter. Keeping costs down—in terms of initial engine prices and costs of day-to-day engine operations in service—remains the overall key to success.

to operate, across the entire spectrum of engines. Where it has not been able to afford development of new engines by itself, it has arranged international ventures. As a result, at the top end of the scale, it is collaborating with General Electric of the U.S. on the 60,000 lb thrust CF6-80C2 engine, while continuing to promote its own high-thrust RB-211-524 D4 engines.

In turn, GE has a stake in the development of the medium-to-high thrust RB-211-535 E3 engine. Rolls-Royce is also a 50 per cent stakeholder in the seven-company, five-nation International Aero-Engine consortium, building the V2500 for

Bush House put up for sale

By Joan Gray, Construction Correspondent

BUSH HOUSE, the curved and colonnaded home of the BBC External Services in Aldwych, has been put on the market for £50m by PostTel Investment Management.

'Double standards' on BT

BY PETER RIDDELL

THE GOVERNMENT has been accused of double standards in its handling of the privatisation of British Telecom by Labour and Social Democrat spokesmen.

Mr John Smith, shadow Trade and Industry Secretary, has written to Mr Geoffrey Pattie, Minister for Information Technology, questioning the provision in BT's articles of association allowing a restriction or regulation of attendance at general meetings if lots of people are allocated shares.

Test week for VAT changes

BY ANDREW TAYLOR

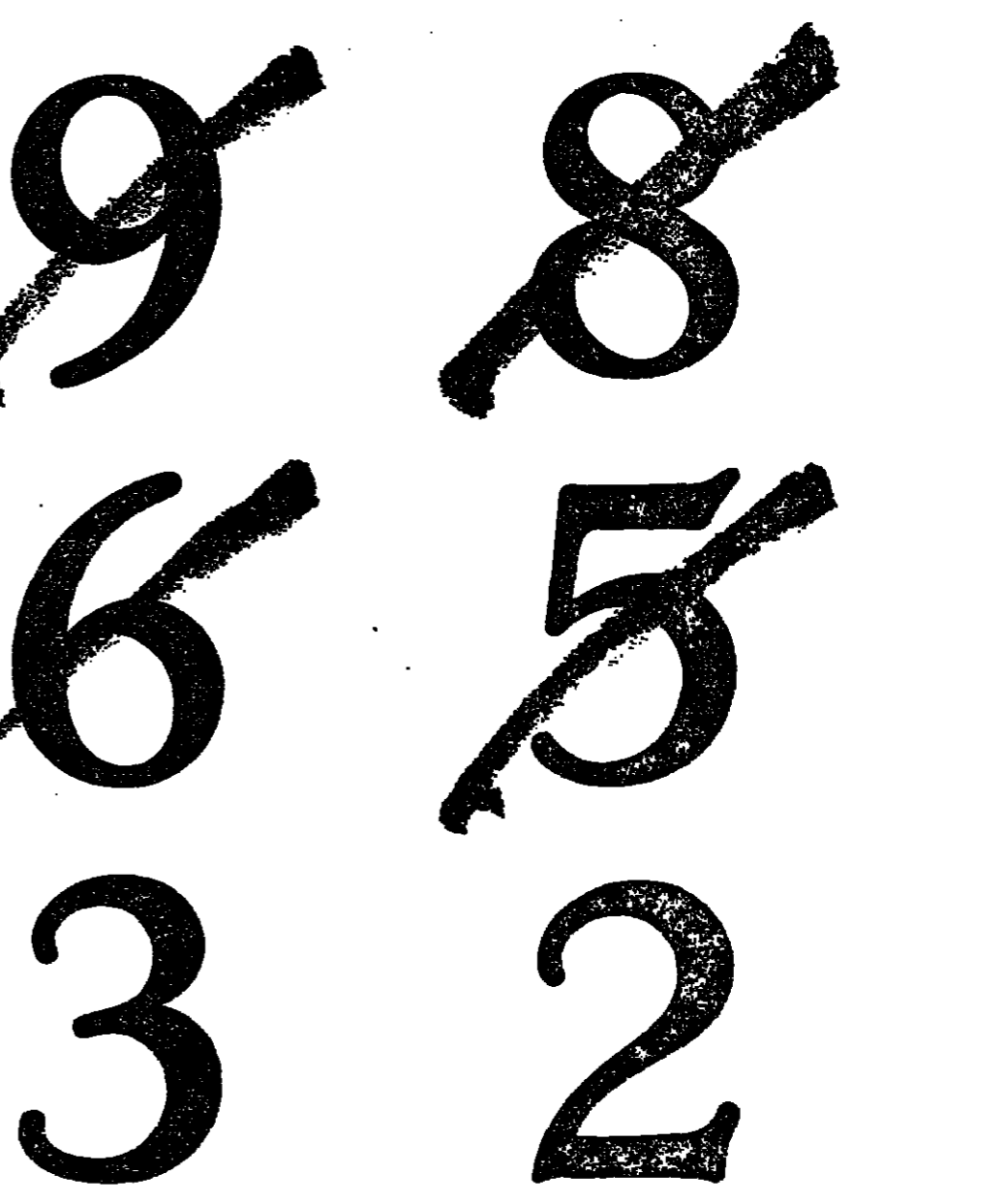
WHETHER PORTS and airports will escape the worst of delays forecast at the beginning of this month, when Britain switched to a new system for charging value-added tax on imports, will emerge next week.

as soon as goods are landed or they can postpone payment until the 15th day of the month following importation, provided there are adequate financial guarantees. Reports from Dover, one of the ports most at risk, say a number of importers have under-estimated the amount of guarantee they will need and are having to rush to the banks.

Managers buy out hi-tech company

THE MANAGEMENT of Kratos, a Manchester-based high technology instrument maker, has bought the company from its U.S. parent for \$10m (£8.2m).

The buy-out was led by two British directors, Dr John Waldron and Mr Roger Spear, and an American co-director, Mr Malcolm Kahn. Spectros employs 300 in Urmoston and 100 in New Jersey. Its main markets are in the U.S., Britain, West Germany and France.



1 days left.

November 28th is the last day for receipt of applications to buy British Telecom shares. A prospectus, containing an application form, is being published in most national newspapers. Or you can get one from your bank, post office, or financial adviser. Are you going to share in British Telecom's future?

ISSUED BY KLEINWORT BENSON LIMITED ON BEHALF OF H.M. GOVERNMENT. The prospectus, which compares published listing particulars, is also available on inspection at 21-22 Gresham Street, London.

Birmid Qualcast to close foundry at Wednesfield

BY ARTHUR SMITH

BIRMID QUALCAST is to close C & B Smith Foundries, of Wednesfield, West Midlands, with a loss of 463 jobs. The foundry, established 75 years ago, supplies cylinder-heads for UK diesel engines, output of which has fallen dramatically in recent years.

BSC in joint mill venture

BY ANDREW FISHER

CAPARO INDUSTRIES, the engineering group controlled by Mr Swraj Prasad, is to form a new company with British Steel Corporation to buy and develop a mill at Scunthorpe, Humberside, which was closed by BSC in 1981.

Plessey to shed 218 jobs

BY JASON CRISP

PLESSEY IS to cut 218 jobs at Ilford. The company told trade union and other employee representatives yesterday that the cuts would be necessary because of weak orders in the UK and overseas.

Managers buy out hi-tech company

THE MANAGEMENT of Kratos, a Manchester-based high technology instrument maker, has bought the company from its U.S. parent for \$10m (£8.2m).

The buy-out was led by two British directors, Dr John Waldron and Mr Roger Spear, and an American co-director, Mr Malcolm Kahn. Spectros employs 300 in Urmoston and 100 in New Jersey. Its main markets are in the U.S., Britain, West Germany and France.

North Sea contract for Matthew Hall

MATTHEW HALL Engineering has signed a contract expected to be worth £11m with Shell UK Exploration and Production, operating in the North Sea on behalf of Shell and Esso, for the design of the surface sectors of their Eider platform.

Guernsey coins will depict Queen's head

THE QUEEN'S head is to appear on Guernsey's ordinary coins for the first time since the island introduced its own coinage in 1930.

The change, designed to make Guernsey coins more attractive to collectors, will take place in April, when a set of seven coins will be issued depicting local activities. Northern Ireland is expected to get its own version of the £1 coin in 1985 or 1987.

Wright portrait goes to National Gallery

A PORTRAIT by Joseph Wright of Derby of Mr and Mrs Thomas Colman sold for £149,000 at Christie's yesterday.

The painting is the first by Joseph Wright to be bought by the National Gallery, and it will be on view today. It was sold by descendants of the original owners and the price was a record for the artist.

Christmas boost for wine box sales

The South will buy the most boxed wines of any region, followed by Scotland, the South-west, Lancashire and Yorkshire, a survey by the wine merchants, Stowells, suggests. Seventeen per cent of all wine buyers intend to buy wine boxes this Christmas and seven out of 10 Londoners will buy their wine this way, Stowells forecast. This represents a 20 per cent increase on last year.

NATIONAL Girobank advertisement with details on base rate reduction from 10% to 9%, deposit accounts, and branch address at 10 Milk Street London EC2V 8JH.

Concern grows over Salvadoran peace

112000

UK NEWS

BBC condemns external radio cuts

BY RAYMOND SNOODY

THE BBC yesterday condemned the Government cuts in financing its external radio services...

CUTS IN the budget for Britain's overseas representation announced by Sir Geoffrey Howe...

They said the annual exercise of lopping off another part of Britain's external effort had "steadily reduced the effectiveness of British diplomacy."

This compares with other major international broadcasters. Radio Moscow broadcasts 2,150 hours a week in 84 languages...

Coal lorries replenish Didcot power plant

By Maurice Sammelson. DIDCOT power station, one of the largest in southern England, is receiving its first regular coal deliveries since the start of the miners' strike.

John Lloyd assesses the life left in the pit strike

The National Coal Board is clearly determined to keep the drift back to work drifting along as the "special offer" of £600-plus before Christmas ends in most areas this week...

Attack on Bill to raise election deposits

BY PETER RIDDELL, POLITICAL EDITOR

THE REFUSAL of Mr Leon Brittan to Home Secretary change his proposal to raise the deposit for parliamentary elections from £10 to £1,000 was strongly attacked yesterday by Opposition leaders when the Representation of the People Bill was published.

terday would make "frivolous" candidates think twice about standing. However, he pointed out that the plan to reduce the threshold for forfeiture of deposits from 12½ to 5 per cent of the total votes cast would improve minority parties' prospects of retaining their deposits.

Beith, the Liberal Chief Whip, warned the Government of "a very difficult time in the Commons" since the change was "clearly designed to suit a rich Conservative party."

legislation dating from 1797, under which an election would be cancelled if the monarch died between the dissolution of parliament and the meeting of its successor, even if an election had already been held.

Fowler studies stricter embryo research controls

BY KEVIN BROWN

THE GOVERNMENT is considering swift action to step up controls over medical research on human embryos, Mr Norman Fowler, the Social Services Secretary, told the Commons yesterday.

to licence embryo research, which it recommended should be permitted up to the 14th day after fertilisation.

consider carefully not only whether a statutory body should be established but also how we can introduce more robust head supervision arrangements in the short term," he said.

motherhood should be outlawed. Mr Fowler warned that commercial surrogate arrangements could already be illegal under the 1985 Adoption Act which provides criminal sanctions against payment for the transfer of custody of a child with a view to adoption.

Move to prevent TV experiment in Lords

By Our Political Correspondent

A LAST-MINUTE attempt will be made on Tuesday to prevent the start in January of the six-month experiment of televising the proceedings of the House of Lords. Lord Chalfont has proposed an amendment delaying implementation until the Commons decides on a similar experiment.

Working miners in NCB areas on November 22, 1984

Table with columns: Area, New faces, Total at work, Total miners, Per cent working, Per cent on Nov 16, Per cent on Nov 9. Includes data for Scotland, North-east, North, West, Kent, S. Wales, Midlands, N. Derby, N. Derby, Leicestershire and Warwick fields.

Working miner attacked at home

By JOHN LLOYD, INDUSTRIAL EDITOR

THE VICIOUSNESS of attacks on working miners was highlighted yesterday when Mr Michael Fletcher, a miner at Fryston pit near Castleford, in North Yorkshire, was savagely beaten by six men in his own home.

with what he later described as baseball bats. Mr Fletcher was taken to Pontefract general hospital with a broken shoulder, blade, a dislocated elbow, chipped ankle bones, severe bruising and suspected broken ribs.

Mr Peter Walker, Energy Secretary, condemned the "disgraceful brutality" of the attack and called on Mr Arthur Scargill, the NUM president, to follow suit. The Prime Minister has also made known her shock at the incident.

Usdaw members vote for closed shop

By DAVID GOODHART, LABOUR STAFF

THE LARGEST single group of workers to defy TUC policy and participate in a closed shop poll has overwhelmingly supported the proposal.

Encourage more to turn a blind eye to TUC policy. Usdaw has also won clear support for another large closed shop poll at Kays Mail Order in Leeds and Bradford where it has about 1,500 members.

Another recent Usdaw success was among a smaller group of 85 employees at the Royal Hovis McDougall plant in Leeds where the closed shop was approved by 94 per cent of those voting.

ITV technical staff set to take 8% offer

By Our Labour Staff

MOST of the technical and production staff in the ITV companies have voted to accept an 8 per cent pay rise and reject union calls to take strike action over a 12 per cent offer.

The ACTT shop that came nearest to rejecting was Granada "five" which voted to accept by 263 to 199. Granada is one of the centres of dissatisfaction with the status and role of production assistants.

BUILDING SOCIETY RATES. Table with columns: Share a/c, Sub/pn shares, Others, and various rate details for different building societies like Abbey National, Alliance, Anglia, etc.

ECONOMIC DIARY

TODAY: Trade unions which replaced Solidarity to hold first national meeting in Warsaw. TOMORROW: First Uruguayan general elections in 13 years. MONDAY: CBI monthly trends enquiry for November. EEC Foreign Ministers meet in Brussels.

Walk-out at VAT offices

By Our Labour Staff

BRITAIN'S 80 VAT collecting offices were hit by industrial action yesterday. In at least 21 there were walk-outs and at others a sit in or deputations to police officers and MPs.

Reuters ballots workers

By DAVID GOODHART, LABOUR STAFF

THE FIRST closed shop ballot to be held among Fleet Street production workers is being conducted by Reuters, the international news agency.

Scots stoppage on GCHQ ruling

By Our Labour Staff

THOUSANDS of civil servants in Scotland staged a half-day strike yesterday in protest at Thursday's ruling by the Law Lords that the Government had the right to ban trade unions at its Cheltenham communications centre, the GCHQ.

Murray has heart surgery

By OUR LABOUR STAFF

MR LEN MURRAY, 62, the former TUC general secretary, has undergone bypass heart surgery at the National Heart Hospital in London. His wife said yesterday that he was making a satisfactory recovery from the operation, performed on Thursday.

Smaller civil service unions settle dispute

MEMBERS of the two smaller unions involved in the six-month social security computer dispute voted overwhelmingly yesterday to return to work.

Smaller civil service unions settle dispute

MEMBERS of the two smaller unions involved in the six-month social security computer dispute voted overwhelmingly yesterday to return to work.

Self in 1980

THE WEEK IN THE MARKETS

The City gets through to Telecom

LONDON

ONLOOKER

IN THE rush to secure application forms for the British Telecom issue before the deadline next week, investors were in little hurry to buy or sell shares this week.

Cuts in leading bank base rates, which will make the 7 per cent yield on BT that much more attractive, had already been discounted in the market. Barclays led the way with a 1/2 per cent cut to 8 1/2 per cent on Monday, anticipating the decision by the U.S. Federal Reserve Board on Wednesday to bring its discount rate down by 1 per cent to 8 1/2 per cent.

Other leading UK banks followed on Thursday, reducing their rates by 1/2 per cent to 9 1/2 per cent, but the reductions are unlikely to make much immediate impression on the building societies which cut mortgage rates earlier this month.

Falling interest rates did little to support sterling. The pound was in any case under pressure from oil prices slipping in response to rumours that Opec will be unable to enforce production quotas. Inevitably, oil shares also had a tough week.

What action there was in the equity market was concentrated in retailing, stimulated by the deals between Marks & Spencer and Tesco, and between BATs and Dee Corporation, which are described below, and Dixons bid for Currys.

But a generally dull week will have done no harm at all to the prospects for BT, with all three main market indices bumping along quietly just below their all-time record highs. Rumours already abound that the issue will be oversubscribed and the last day for submitting application is not until Wednesday.

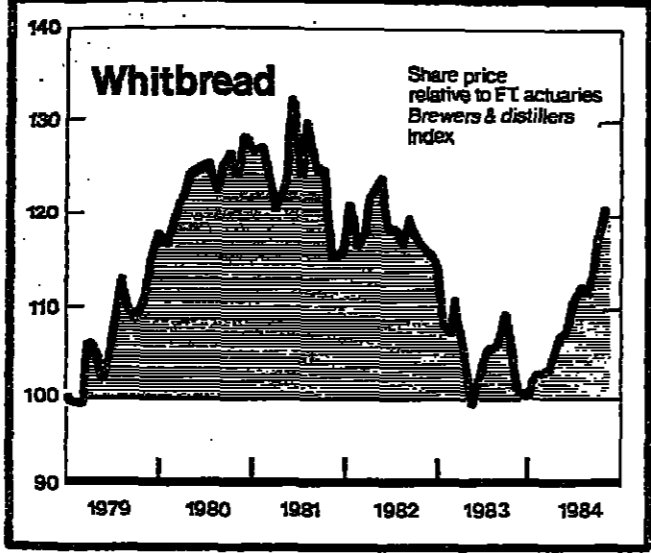
Dee's new pitch

Mr Alec Monk, chairman of the Dee Corporation supermarket group, is not a man to hang around.

While the Monopolies and Mergers Commission labours over the bid for Booker McConnell, Mr Monk announced a £180m agreed deal to buy International Stores from BAT Industries.

The acquisition takes Dee into fourth position in the supermarket food sales league—behind the Co-op, Tesco and Sainsbury, but ahead of Asda. And it gives Mr Monk one of the last available chains in the South of England, something which may go down well with the Monopolies Commission since the Government has indicated in the past that it would like a strong third force in London to rival Tesco and Sainsbury.

Also if to dispel any doubts about its ability to get a grip on International, Dee also



announced interim pre-tax profits for the period to the end of October, which showed a 40 per cent increase to £17m, on sales up 24 per cent to £85.5m.

The acquisition statement left no doubt that the group's eyes are fixed firmly on further expansion. The assets and £30m cash acquired reduce Dee's net debt/equity ratio from 88 per cent to under 30 per cent. While the Booker bid is not to be renewed, Dee retains a 20 per cent stake and reserves the right to bid again.

Shareholders may legitimately wonder how long they can go on at this pace, issuing 113m shares for International less than two months after issuing 17m to buy the Lemmons supermarket group. But for the moment they will probably put up with the dilution of their interests through vendor placings given the performance of the shares which were above 180p this week against 106p earlier this year.

BAT's shareholders will also have little cause for complaint. International always sat uneasily in this disparate group—running up several years of losses before a £10.5m trading profit last year. As Dee proves, supermarkets seem to function best in the hands of specialists like Mr Monk.

Out-of-towners

Marks & Spencer linking with Tesco to develop the stores of tomorrow well away from today's High Street looks at first sight a very modest plan.

The two companies are scouring the country for just six sites on the edge of town with the aim of opening the first joint shopping centres within three years.

Profits from the centres will make little difference to these mighty groups until at least the 1990s. Moreover, Tesco and M&S are to trade separately on each site, unlike Sainsbury and British Home Stores who got together to form a joint company, Savacentre, as long ago as 1977. And like Sainsbury and BHS, M&S and Tesco are to carry on with their

to 11.41 per cent. These falls, many economists argue, have already fairly fully discounted the Fed's action. Thus, to bring rates down much more by engineering a further rally in the credit markets, the Fed will have to move yet again on the discount rate; and it may not be willing to do that until it has further evidence on the fourth quarter state of the economy, including, perhaps, some figures from the Christmas sales.

Fed's warning

NEW YORK

TERRY DODSWORTH

BY WEDNESDAY, there were not many traders on Wall Street who would have risked opposing the idea that the Federal Reserve Board had a cut in the discount rate up its sleeve. So when it came, neatly slipped in on the night before the Thanksgiving Day holiday, and typically after the close of the equity market, there was not a great deal of surprise among the depleted trading room staffs.

This practical confirmation of the shift in the Fed's stance may well, however, have spelled a few of those Dickensian feasts on Thursday. With the markets closed, traders had a full day to reflect on tactics, and a Friday morning hangover was no way to tackle the issues raised by the confusing signals coming out of Washington. When Wall Street opened up yesterday morning, share prices jumped as investors took heart from the Fed's move. By lunchtime the Dow Jones Industrial Average was up 12.81 points at 1,214.33.

How seriously should the Fed's powerful warning of a slowdown in the economy be taken? The statement underlines a clear change in the policy emphasis of the board. The Fed is shifting its target from the fight against inflation to an attempt to resuscitate a tiring economy, now moving into its third year of recovery.

But there is a great deal of argument about exactly how exhausted the recovery is, and to what degree it needs the Fed's monetary injection to get its second wind. The second question is how far the markets have already adjusted to the interest-rate climate that the Fed has now validated with the cut. Since the end of the summer holiday period, short-term rates have plunged, bringing three-month Treasury bill rates down from 10.61 per cent to 8.46 per cent.

The yield on the Government's 30-year long bond, a more sensitive measure of inflationary anxieties, has dropped

Equity investors were excited enough about getting President Reagan back into office, but since then they have hardly had a good word to say for the administration. They are worried alternately by the burgeoning Government deficit, by the Republican failure to establish a stronger position in Congress, and by the difficulties of pushing through tax reforms.

The poor economic figures that have come through this week have even led to some gloom-mongering on Wall Street, with talks of a mild recession in the first half of next year, at least until the big inventory build-up of the autumn is cleared out. On this basis, Mr Michael Melz, of Oppenheimer, argues that both the stock and bond markets are close to their top and that any upward bounce inspired by the discount rate cut will be short-lived.

A more optimistic view is that the easier stance of the Fed, after several months of stagnant money growth, has come just in time to push the economy ahead again on a path of steady, non-inflationary growth. Indeed, some analysts attributed the mild rally in the equity market early in the week to expectations of the cut that came on Wednesday.

Monday 1,185.29 -2.45
Tuesday 1,195.12 +9.83
Wednesday 1,201.52 +6.40

among retailers, clearly thought it too risky to go it alone this time. In Tesco, it has a partner with experience in the tricky task of winning planning permission for sites from reluctant local authorities.

For its part, Tesco gains St Michael patron saint of quality, is acknowledgement that it has successfully shed its cheap and cheerful image of a few years ago.

This official blessing will do more to enhance Tesco's image in the eyes of shoppers and investors alike than any advertising campaign.

Boots' remedy

For too long Boots' great chain of chemists shops has looked tired and neglected beside the vigorous growth of the industrial division in general and pharmaceutical sales in particular.

But the company's interims on Thursday showed that efforts to brighten up the stores are starting to pay off.

Group profits for the six months to the end of September were 22.7 per cent up to £79.9m on sales ahead 11.7 per cent to £920m.

The advances are however exaggerated by adjustments to payments from the National Health Service for prescription sales. After allowing for this, the retail division's profits were up 14.4 per cent, against 8.1 per cent for the industrial

division. The shops should do even better in the second half as new lines are introduced into more stores in time for Christmas. The group's cookshops are catching on, health foods are to be sold across the country, and optical services, photographic and electrical goods are all selling better than in the past.

But in the industrial division, pharmaceutical profits are being squeezed. Admittedly, the U.S. business, Boots Pharmaceuticals Inc, doubled its profits in the first half but that was before a price war broke out in prescription sales of the pain-killer ibuprofen.

U.S. profits will feel the effects in the second half and, in the UK, pharmaceutical profits are being bit by government action to control the prices of drugs sold to the NHS. For the year, pre-tax profits of £175m look well within reach, putting the shares on a p/e ratio of about 14 on a 40 per cent tax charge. At this level, the price is well up with events.

Brewers' bounce

Whitbread's interim results this week showed that the company has a fine corporate brew in the making.

The figures for the half year to the beginning of September were strong—pre-tax profits up 15.2 per cent to £57.6m on sales ahead by 16.8 per cent to £678m. But they partly obscure

MARKET HIGHLIGHTS OF THE WEEK

Table with columns: Price, Change on week, 1984 High, 1984 Low. Lists various companies like FT Ind. Ord. Index, BP, Cullen's Stores A, etc.

the way the group is trying to change shape, turning away from brewing to business where there seems to be more sparkle—wines and spirits and retailing.

For it was good old British beer which did best in these interims—with beer operating profits rising from 47 per cent to 54 per cent of the group total. While the volume of beer brewed fell by slightly more than the national average of a 1.3 per cent decline in 1983, Whitbread more than made up

for lost sales by cutting costs, including closing its brewery in Luton.

Lager again gained ground on traditional ales—a trend which cannot fail to help national brewers like Whitbread at the expense of the regional companies, who generally specialise in traditional brews. But Whitbread does not see its future in the battle of bitter against lager. Its recent popularity in the City stems directly from a planned expansion away from brewing beer which has

cost £200m in the past 18 months, much of it spent in the U.S. The real returns on this capital are probably another 18 months away.

Similarly, in retailing Whitbread is bearing the cost of expanding its Beebeater Steak Houses, Roast Inns and Pizza Hut restaurants. Profits in the half year were up, but there should be far more to come in the future.

Stefan Wagstyl



It needn't be a 20 year sentence. At some point, you've probably considered borrowing money to finance a long-term project. Investing in new equipment, larger premises or perhaps even another business. And then you've thought about what you'd be letting yourself in for. The fixed interest rate that locks you in. And the uncertainty of a base rate that has fluctuated over 70 times in the last 10 years. To solve this dilemma there's the Lloyds Business Loan. No other business loan is quite so flexible. You can borrow anything between £2,000 and £500,000 and choose from a fixed or base rate linked interest rate. You've then got the option - and this is unique - of changing this arrangement every five years, throughout the term of the loan. Which for the right project could be up to 20 years. During the first two years of the loan you can stagger repayments to allow minimum or no capital repayment. Even early repayment will be no problem. And if you're a Lloyds business customer, a free financial appraisal is available from our Business Advisory Service. Talk to your local Lloyds manager. He will be only too pleased to give you all the details of our business loan. It's the most flexible business loan - bar none. A thoroughbred amongst banks.

Self is life

YOUR SAVINGS AND INVESTMENTS

ACCOUNTANCY

Tax, and nothing but tax

GEORGE GRAHAM looks at the field of investment advice in accountancy.

WHEN THE talk turns to tax, send for your accountant. But how far beyond the tax frontier will the accountant be willing to tread in advising you on your personal finances?

Not very far, in all but a few cases. The large and medium-sized accountancy firms fight shy of offering anything approaching specific investment advice, for fear of compromising their independence. And many small rural practices are equally cautious because they cannot maintain the expertise necessary to make precise recommendations.

In the accountant's favour is the fact that he is not tied to any particular insurance company or unit trust group and should not be dependent on earning commission; and his knowledge of your finances derived from handling your tax affairs.

It's a question of trying to be constructive from a mixture of their tax returns and what we know about them," says Roger White, tax partner at Peat Marwick Mitchell.

"We tend to be strong in tax-related investment advice, but we would draw back from telling the client which one to choose."

Robson Rhodes is a shade more enthusiastic about the sector, and recently published a Personal Financial Planning Manual. But John Rayer, Robson Rhodes's tax partner and author of the manual, stresses that the firm's strength lies in analysing the structure of a client's finances rather than in picking particular investments.

One firm that has wholeheartedly embraced personal financial planning is Thornton Baker. It undertakes to advise individual clients on their finances from the cradle to the grave, and is prepared to suggest specific insurance contracts or specific unit trusts.

"Tax is absolutely vital, but it is not overriding," says Alan Kelly, partner in charge of national personal finance planning and author of a new guide to the field published by the Institute of Chartered Accountants. "What they are trying to do with their assets is to maximise them after tax."

Kelly himself regularly visits unit trust managers and rarely suggests funds whose managers he has not interviewed. He also sends frequent investment cir-

culars around Thornton Baker's 60 offices.

Accountants charge according to the time they take, so fees will depend on the complexity of the case. They should be willing to meet you for a preliminary interview without commitment and after that to give you an estimate of the cost. This may run up to thousands of pounds.

Thornton Baker's Kelly, for instance, says he may well give half an hour's free interview with a client to test the waters. Kelly believes the fee system gives an advantage to accountants, because it is clear that they are charging for work done on the client's behalf. They are therefore more obviously impartial than advisers who rely on commission income.

This definitely does not mean that accountants do not accept commission. They do, and a number of stockbrokers and unit trust managers grumble that in some cases this is their primary aim.

Under the rules of the Institute of Chartered Accountants, the client must be told in advance if there is a possibility that the accountant will receive commission from a particular investment; and if the investment of commission must also be disclosed.

But the accountant is not bound to pass this commission on to the client, although many firms prefer to do so.

"We prefer not to receive commission at all," says Peat Marwick's White. "If we do receive it, we like to pass it back to the client."

When commission is offset against fees, it can sometimes eliminate charges for the accountant's advice, so it may on occasion be worth the client's while to opt for a commission-paying investment. But in all cases, the accountant should make clear to the client what the choices are and precisely what commission is being paid.

A problem can arise on share dealings. On transactions under £7,000, the accountant—like other qualified intermediaries—is entitled to one-fifth of the stockbroker's commission, but is prohibited by Stock Exchange rules from passing the commission on to the ultimate client. In this case, however, the client would not in fact benefit if the accountant waived his share of the commission.

On transactions over £7,000, stockbrokers have two different scales of commission, with higher charges if the commission is shared with an intermediary. In these cases accountants should put your business through on the cheaper rate and not claim any commission for themselves.

Many building societies also prohibit their agents from sharing commission with anyone else, but in practice they turn a blind eye to chartered accountants who offset the commission against fees.

One area accountants do not appear to want to enter is selling prepackaged financial schemes. "I would much prefer to do financial planning on an individual basis," says Robson Rhodes's Rayer, and Kelly at Thornton Baker adds: "My whole philosophy is geared to the individual."

In other words, the accountant will not slot you into a standard portfolio, but will construct his financial recommendations to suit your exact circumstances.

For the time being, accountants are not offering discretionary management of your investments, but this could change. "If individuals demand that you look after their complete investment portfolio, then you must look at ways of achieving that desire," says Rayer.

Many firms, however, have begun to put out a range of booklets outlining new Budget provisions or commenting on specific tax problems. Some of these publications are also available in bookshops, and may represent the best and cheapest way of tapping the accountancy profession's expertise.



FOR THE past 20 years, teachers at Taunton School have been putting their heads and their savings together to run a collective portfolio of stocks and shares.

At monthly meetings, the 36 members forget about third-form French and the Second XV to discuss the relative merits of oils and overseas traders, of British Mohair and Pilkington Glass.

Many of the teachers also invest on their own account, but the club allows members to share their successes and failures. As chairman Graham Reid, head of the school's business studies department, says: "It can be lonely and frustrating to be on your own as a private investor."

Launched in 1963 with the help of an Old Boy stockbroker, the club is run as a private unit trust in which the staff—but not pupils—can buy units. Since they were first issued, the units have appreciated four times

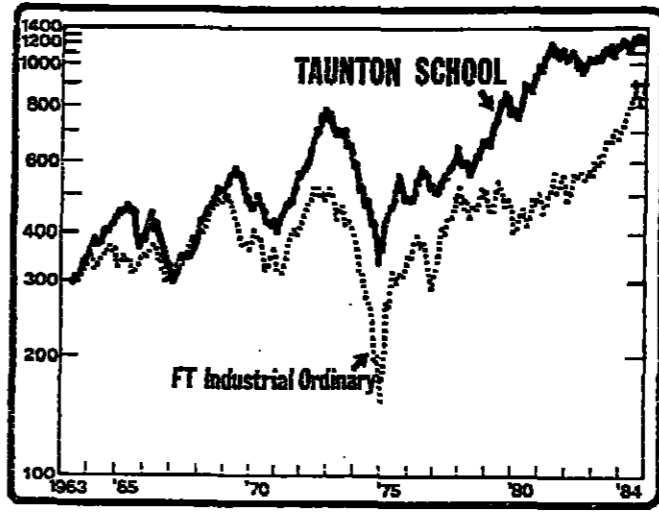
over—from an equivalent price of 12.5p to 56p currently. This performance is at least as good as many a professionally-run unit trust. As the graph above shows, Taunton School Investment Club has comfortably managed to beat the FT 30-share index over the past 21 years.

Eric Wright, a maths teacher who has recently retired, has been club treasurer since its foundation. He remembers the first investments, Hawker Siddeley and Radio Rentals, both bought on the word of the club's stockbroker.

Soon afterwards, the club bought a stake in its first new issue—Dreamland Electric Blankets. The price doubled soon after dealings opened, but the club held on too long and eventually sold at a very modest profit.

Wright says: "It made us think about our technique. Since then we have taken profits early and often missed out on later profits."

Personal tips guided many of the early investments. The club bought S. W. Berisford, the sugar trader, on the word of a member who was related to the founding family, and Bullough Securities, an industrial group, on the recommendation of a teacher who came from Manchester where the company was based. Both yielded good profits, and kept the club ahead of the market indices in the 1960s.



Some of the club's most successful years were in the early 1970s when the portfolio was invested heavily in mining shares on the advice of its broker. This brought spectacular profits when the gold price soared in the wake of the oil crisis.

A notable performer was a £1,400 stake in Consolidated Goldfields which yielded a £3,700 profit over six years. These gains helped the fund to avoid the worst impact of the 1974 stock market crash. Wright remembers how the collapse caught the club completely by surprise. But at no point did the members consider selling everything to put their money

on deposit. "We took the view that we existed to invest in shares," he said.

Reid says the club has become more sophisticated in its investing over the years and takes more trouble researching markets and companies. The strategy the club follows is first to judge the course of economic trends, taking a view on the oil price or interest rates. It then considers which sectors might benefit from these trends and then looks at individual companies, Reid says.

These policies have served the club well in recent years. It bought oil shares in the period 1977-81 in the correct belief that the oil price would rise to the

benefit of these companies.

In 1979, the club rightly anticipated that electricals would lead the economy out of recession and bought GEC, Crystallite and First Castle Electronic, selling all three in 1983 at a profit.

Since then the club has built up holdings in Japanese and U.S. unit trusts and in a selection of recovery shares including Pilkington and Cape Allman. The current portfolio, worth £12,000, is widely spread, although Japan accounts for nearly 20 per cent and oils for 18 per cent.

Reid says the club's present plan is to build up a selection of high-yield shares, mainly by selling oils. It is partly a defensive manoeuvre, preparing for the day when the market begins to fall, and also a reflection of the club's belief that interest rates are likely to come down, making high yield shares more attractive.

Reid is convinced that clubs are ideal for small investors who lack the means to build up widely-spread portfolios of their own. "It's much better and more interesting than unit trusts or buying shares in one company like British Telecom."

"Many people think that investing is just for the rich and very clever. It isn't. It's for everybody."

Stefan Wagstyl

Are you making all the right cheques?

CHEQUE THE INTEREST

If you're looking for a high interest cheque account, £2,500 in Cheque-Save still earns you a high rate. You'll find it's hard to equal at this level of investment.

Rates may vary, but the current net effective annual rate is 8.16%. This is equivalent to a gross return of 11.65% for basic rate taxpayers (if full half yearly interest remains invested).

Even if your account is below £2,500, you'll still earn a handsome 5.50% net—and enjoy full cheque book convenience.

£2,500+ RATE

8.00%
NET APPLIED RATE

= 11.43%
GROSS EQUIVALENT TO BASIC RATE TAXPAYERS



CHEQUE THE LEVEL

Some high interest cheque accounts don't let you in unless you have a lot of money to start with. You can join Abbey National Cheque-Save with just £100—and invest up to £30,000 if you wish. (£60,000 for joint accounts).



CHEQUE THE ACCESS

Use your Cheque-Save cheque book as often as you like for transferring funds, or paying major bills. There's no petty limit on the number of cheques you may use in any given period, or on the amount.

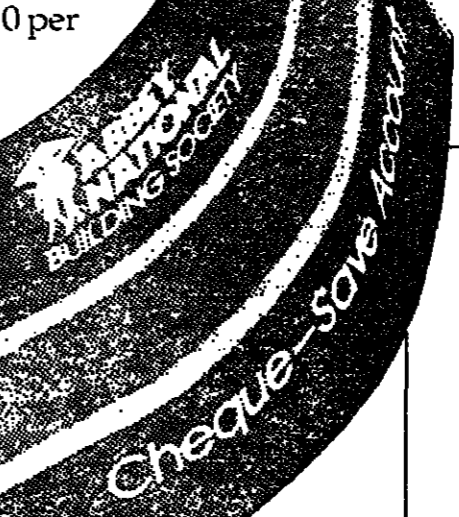
If you need cash, just use your passbook to withdraw up to £250 per day at any Abbey National branch. (A Visa card is also available for day-to-day transactions.)



CHEQUE THE NAME

Remember that with Cheque-Save you get all the security of Abbey National and its national network of branches and agencies. You know the name—and you know where your money is.

Come on in to the benefits of Cheque-Save. Just complete the coupon and send it to us with your initial investment.



To: Dept. C.S.63, Abbey National Building Society, FREEPOST, United Kingdom House, 180 Oxford Street, London W1E 3YZ.

I/We enclose a cheque, numbered _____ for £ _____ to be invested

in a Cheque-Save Account at my/our local branch in _____

Please send me full details and an application card. Minimum investment £100. Maximum £30,000 per person, £60,000 joint account. We understand that rates may vary and interest will be credited to the account half yearly.

Full name(s) Mr/Mrs/Miss _____ Postcode _____ FT 98
Address _____ Date _____
Signature(s) _____

ABBEY NATIONAL CHEQUE-SAVE



TSB

BANK

Base Rate

With effect from the close of business on 22nd November, 1984 and until further notice TSB Base Rate will be **9 1/2% p.a.**

Trustee Savings Banks Central Board, PO Box 33, 25 Milk Street, London EC2V 8LU.

FRIENDS FOR LIFE

If you are old and alone, friends can be a great comfort. If you know you can rely on them for the rest of your life—imagine your peace of mind.

We have been looking after the elderly and needy since 1905 and now have eleven residential homes. Here, men and women from professional backgrounds find security and freedom, with nursing care when necessary. They are "at home" and not "in a home"—they never have to leave.

We also give financial help to old people from all backgrounds who wish to stay in their own homes. We would like to do more but desperately need more money. So please be a Friend of the Elderly by making a covenant or remembering us in your Will; or write today with a donation or enquiry to:

The General Secretary, Friends of the Elderly (Dept. D/O), 42 Ebury Street, London SW1W 0LZ. Tel: 01-750 8265

FRIENDS OF THE ELDERLY and Gentlefolk's Help.

ABBEY NATIONAL BUILDING SOCIETY, ABBEY HOUSE, BAKER STREET, LONDON NW1 6XL.

Self in life

YOUR SAVINGS AND INVESTMENTS

Don't get pipped at the post

As your last chance to buy shares in British Telecom approaches, GEORGE GRAHAM answers some of your questions.



Shoppers in Debenhams store in Oxford Street are advised by Tony Richards, of Quilter, Goodison, on buying shares in Telecom.

As the deadline for British Telecom share applications approaches, thousands of people are bracing themselves to buy shares for the first time.

There are still questions bothering many potential investors, as the flood of inquiries to the BT Share Information office and to the stockbrokers coordinating the issue bears witness.

It has been a good campaign, and as explanatory as it could be," said a partner at one of the lead brokers.

But there are still problems, especially for the first-time investor. Here are some of the points to watch out for:

Have you filled in the form correctly? It sounds obvious, but stockbrokers recall that on most share issues a good number of applications are rejected because the cheque has not been dated, or the application form signed.

Make sure that you are applying for one of the exact numbers of shares spelt out on page 6 of the mini-prospectus, or on page 22 of Tuesday's FT. You may not, for example, apply for 1,000 shares, but must put in either for 800 (with a down payment of £400) or 1,200 (down payment £600).

And you should pin or staple your cheque to the application form—paper clips can come loose.

Don't try to leave your application until the very last minute. You might get swamped in the rush. Applications must be received at one of the

collecting centres, listed on the back of the prospectus, by 10 am on November 28.

How much will it cost you to buy the shares? Nothing on top of the actual price of the shares. There is no stamp duty to pay, and commission to your stockbroker or financial adviser—if you have used one—will be paid by the Government and will not come out of your payment.

Can a husband and wife apply jointly? Yes, but this will count as only one application when it comes to reckoning up your right to telephone bill vouchers or bonus shares.

If you want to buy them shares in BT, it is simpler just to increase your own application and make the shares over when they come of age. In any case, a child is unlikely to have a phone bill in its name and is therefore not going to benefit from the voucher incentives.

Can people from outside the UK buy shares? Americans and Canadians may not buy BT shares through the prospectus issued here, and citizens of other countries may not do so unless it is legal in

that country. There will be separate offerings in the U.S., Canada, Japan and Switzerland. Can I have the commission on my application paid to charity? Some stockbrokers have made arrangements with specific charities to pass on a portion of the hefty 2 per cent commission that is being paid. This is frowned on by the authorities, as commission should only be shared with financial intermediaries; but there is nothing to stop a stockbroker choosing to give to charity a sum equal to the commission. Try Vickers de Costa for Help the Aged, or Montagu Leibel Stanley for the British Heart Foundation.

Should you go for vouchers or bonus shares? Most people are going for vouchers, because they are tax free and are paid quicker. But make sure that you will be able to use them. If you do not have a phone bill in your name, or that of your spouse, you will not be able to benefit from them.

If you are applying for more than 2,400 shares, however, you will not be getting any extra perks for your extra investment, so you may be better off with the bonus shares.

But remember that you must hold your shares until November 30, 1987, to get these bonus shares, and if you sell before then the rights to the perks will not be transferred to the new owner. If both husband and wife are applying, don't both ask for vouchers. Only one can be used on each phone bill, and they expire after 18 months, so you may not be able to use them all.

Can I safeguard against the value of my shares falling? On these pages last week we mentioned the possibility of using traded options to preserve the share value. But it is

necessary to act with care. For example, if you write call options, your stockbroker will probably ask you to put the underlying shares into a nominee account, and because they pass out of your name you will lose your entitlement to vouchers or bonus shares. How soon can I sell my shares? To be on the safe side, you should not sell until you receive a Letter of Acceptance. But dealings in BT shares will start on December 3, and some people may not receive their letters until December 10.

If you really cannot wait, make sure with your bank that your cheque has been cashed and find out from the press announcements how many of the shares you applied for you should have received. If you start dealing in shares that you do not in fact possess, you could find that you have to buy in the market at very fancy prices.

And can I sell before the second and third instalments are paid? The shares will be traded in "partly paid" form, so the actual price when dealings open will be 50p. If you sell them on partly paid the liability to pay the later instalments will pass to the buyer.

How much will it cost me to sell the shares? The Government has arranged for reduced dealing costs for small parcels of shares sold back through the regional co-ordinators until the end of 1986. The details of the cheaper commissions are in the full prospectus, and the addresses of the regional co-ordinators in that and the mini-prospectus. Or you can deal through your bank, who should deal with the brokers on your behalf at the reduced rates.

A final word of warning from the stockbrokers who have been enthusiastically promoting the British Telecom issue. If the £260 you are planning to invest is the only £260 you have, put it into the building society.

Why are we replacing our successful Sterling Reserve Fund?

With over £90 million invested, the fund, unlike its competitors, is taking advantage of provision in the 1984 Finance Act to extend for a year shareholders' liability to capital gains tax rather than income tax. These concessions end shortly. We are now pleased to announce our replacement fund for this highly successful investment vehicle.

Lazard Brothers Currency Reserve Fund

Good return Wholesale rates of interest Low management fee of 0.5%.

Tax efficient

Gross payment of interest rolled up within the fund.

Income tax postponed until sale of shares (From April 1985 UK bank interest will, in most cases, be paid net of tax).

Flexible

Choice of six currencies and ease of convertibility £-S-Yen-DM-SW-Fr.-L.Fr.

Weekly dealings.

For copies of the prospectus, contact your stockbroker or write to the Lazard Brothers Currency Reserve Fund Limited, P.O. Box 25, 104 Jernyngham Road, St Peter Port, Guernsey, Channel Islands.

Please send me a copy of the prospectus of the Lazard Brothers Currency Reserve Fund Limited

Name _____

Address _____

Tel. _____

Lazard Brothers & Co., Limited

21 Moorgate, London EC2P 2HT

Telephone 01-588 2721 Telex 889438

The Investment Trust Table

The figures in the columns below are based on information supplied by the companies named, which are members of The Association of Investment Trust Companies. The figures are unaudited.

Table with columns for Investment Policy, Management, Share Price, Yield, Net Asset Value, Geographical Spread, Gearing Factor, and Total Return. Includes sections for CAPITAL & INCOME GROWTH, CAPITAL GROWTH, and SPECIAL FEATURES.

NOTES TO THE TABLE

* Nil data. * Applies to Ordinary/A Ordinary only. * Divs not include special dividend. * More than one quarter in non-equity investments. (S) Capital shares. * Shares partly paid.

INDICES OF FIVE YEAR TOTAL RETURN

+ Investment Trust Average 293 + FT-Actuaries All-Share 278 + Standard & Pears Composite 331 + Tokyo New Share Exchange 292 + Capital International World 298 + Excludes split capital. + Adjusted for exchange rate changes.



'How to make IT' - for just £2.95

This new, comprehensive guide and directory of individual Trusts is available for the very first time. Specially designed for the private investor, it explains what Investment Trusts are and how they work. Featuring each Trust and management group, it explains the wide range of investment opportunities, as well as how to buy Investment Trust shares and monitor their performance. So send for your copy of 'How to make IT' today.



CHRISTMAS DRINKS - 1

Battle for sales intensifies

CHRISTMAS MAY be fun for most people but for the drinks industry it is serious business. For the three months to Christmas is the peak period for drinks sales, accounting for about 40 per cent of the annual market. Sales during the period are estimated to be worth a staggering £2.5bn.

It is a period when the advertising of drinks reaches almost frenzied proportions. Nearly every single commercial break on television in the run-up to December 25 will host at least one advertisement for an alcoholic drink.

No figures are yet available for this year's expenditure on drinks promotion but last year, according to MEAL, the consumer and media monitoring group, advertisers spent £57m on promoting drinks in the Christmas period, an average of 33 per cent of their annual expenditure on promotion.

Branded drinks, as promoted in the advertisements, tend to do particularly well at Christmas in a market place increasingly infiltrated by "own-label" products.

Christmas is the time when the occasional drinker feels the need to buy a few bottles of spirits and higher strength wines and finds re-assurance in the well-established and familiar brand.

Advertising for the drinks market is now at its peak as retailers woo the customers with special offers. LISA WOOD reports

It is also a time when competition among retailers and wholesalers is at its most intense and alleged loss-leading on products provokes distributors to withdraw supplies.

Only this week the Landmark Group, the UK's largest cash and carry drinks wholesaler, has been warned of such a threat by Segrams and IDV, the wines and spirits division of Grand Metropolitan.

"We've been given an ultimatum to withdraw our Christmas price structure in respect of Croft Original Sherry and White Satin Gin or face suspension of further supplies," said Mr Ray Donelan, Landmark wines and spirit controller. "But our view is that the smaller independent retailer must counter the fierce competition from the multiples—some of it below cost."

annual advertising spent on port being in the Christmas period—retailers are looking to table wines for a particularly strong performance.

Consumption of table wines has risen considerably since last Christmas. The great impetus to consumption was the March budget which, in reducing tax on wine, brought prices down by about 18p a bottle.

"Generally the market is rather flat, with the exception of table wines," said Mr Lister Fielding, managing director of Victoria Wines, one of Britain's largest off-licence chains. His company's special Christmas promotion is a Liebraumlich at the highly competitive price of £1.49 a bottle.

The Wine and Spirit Association said that this Christmas it estimated all wines could be up by 15 per cent volume on last year. Sherry and vermouth could be up by about 2.5 per cent, sparkling wines and vorts 10 per cent and British "made-wines" by about 4 per cent.

The market for spirits was estimated to be up by about 5 per cent in volume compared

with the same period last year, the sector making a slow recovery from a downturn in sales in the early 1980s.

Liqueurs also come into their own in the Christmas period and have exhibited strong growth within the spirits sector. Whereas in the past the Christmas liqueur drinker brought out a bottle of Baileys Irish Cream the market has now extended to a highly diverse collection of beverages including cocktails and mixer drinks. Examples include Matthew Clarke's Midori melon liqueur and IDV's Malibu, a tropical coconut drink laced with light Jamaican rum.

Christmas is also a time when the don't drink and drive lobby is at its strongest and this year Schweppes has introduced a new range of very low alcoholic drinks, called Drivers, to cash in on that market. Consumers have a choice of ready-mixed gin and tonic, whisky and Canada Dry and rum and coke.

It is not only the content but also the packaging of drinks that is important at Christmas. Boxed wines are popular with party-givers and suppliers of boxed or "cask"

wines estimate that this year their products will take some 20 per cent of Christmas sales compared with about 11 per cent for the rest of the year.

Colmans of Norwich, which with Stowells of Chelsea are the major suppliers of "cask" wines express irritation with the suggestion that the quality of their wines is not as good as bottled wines.

"I am appalled by the number of people who knock the three litre and two litre casks," said Mr Steve Duncan, marketing manager of Colmans. "The quality of wines in boxes has improved and we are using a higher quality bag in the two litre cask which we are assured doubles the shelf life of the wine."

For many consumers, given the volume of drinks sold at Christmas, the quality may be irrelevant. Some 200 to 225m litres of wines are expected to be sold this Christmas, worth £850-900m, according to the Wine and Spirit Association. Spirits sales, at around 140m bottles, are worth an estimated £1.5bn to £1.6bn.

The battle for the consumers' pounds will be one which will continue the struggle between specialist off-licences and multiple grocers, the latter now accounting for about 55 per cent of all off-licence drinks sales.



Burgundy suits the occasion

BY EDMUND PENNING-ROWSELL

I AM NOT one of those who believe that one's best bottles of wine should be opened at Christmas and New Year parties. For these demand the concentration and "elected silence" that does not go with paper hats and crackers. Nor, however, on such special occasions should everyday wines be served.

Fine rather than great bottles should be the order of the day, and this indicates wines with at least a certain seriousness for the whites and vintage wines of some age for the reds.

First for the aperitifs. It hardly needs saying that the best choice is champagne, and non-vintage for these occasions is every bit as good as the more expensive vintage, which in Champagne itself is generally reserved for drinking with a meal.

A less expensive alternative to champagne is Sparkling Saumer, and its scarcely dearer Crémant de Loire—with a smaller permitted yield of grapes per hectare and these less heavily pressed—this is well worth the extra.

If the decision is definitely for a sparkling wine aperitif two other French méthode champenoise wines are not to be overlooked: sparkling Seyssel from Savoy and Blanquette de Limoux from near Perpignan.

My next selection would be from among the sherries. Fino has the merit of lightness, and as it oxidises quickly, it should come from a freshly opened bottle, fairly well chilled. However, this is the season for the fuller flavoured sherries: in particular Olorosos and the rather rare Palo Cortado.

But they should be dry, which all sherry is naturally. An old dry Oloroso is a deliciously mouth-filling drink, and because it has such a concentrated flavour one glass is usually enough before a feast.

An alternative to this is a dry Madeira: Sercial or Verdelho. Although obviously different in style from a sherry, they nevertheless have a similar

Unless one really knows one's burgundy, this is very much a wine that should be bought with advice or from the list of a traditional wine merchant. The vintages to look for are '80 (better than forecast but to be selected with care) '79, '78 and '76. There might be a preference for the two younger, lighter years.

The alternative to my mind is not claret, which should be reserved for a dinner on, say, Christmas or New Year's Eve, but Rhône. Hermitage or other northern Rhones for preference, but a good, not too young Châteauneuf-du-Pape is not to be despised. Most Rhône reds are drunk much too young, and it is worth buying as old as one can afford and find; and not younger than '80.



To avoid the charge of only recommending French table wines, it should be stated that a good mature Barolo or the rather more supple Barbaresco would do admirably with the main course. A Rioja too, but it should be an old Reserva, perhaps '73.

As this is not primarily a wine occasion where a succession of red wines may be served, I suggest that it is best to rely on an appropriate number of bottles of just a single wine. A magnum adds a certain distinction to the table, but these are not very common either in white wines or in burgundies or Rhones.

What to drink with the dessert depends very much on what it is to accompany. With Christmas pudding or even mince pies there are, of course, the obvious sweet wines such as Sauternes or the lesser sweet Bordeaux such as Cérons, the more luscious German wines the Loire Coteaux de Layon, headed by Quarts de Chaume, with its firmer acidity than the sweet Bordeaux, the delicious, grapy Muscat de Beaumes de Venise or the seductive Moscatel de Setubal from Portugal. Yet assuming that these will be followed or replaced by fresh fruits and nuts, it would be inclined to leave such wines over, until then, when they will show better.

Moreover, they can be accompanied or followed by port or Madeira. If Sauton is on the menu then it should be port, for all blue cheese kills table wines.

For the port, at such a dinner I would choose not a vintage but a fine old bawny: probably a 20-year-old from one of the leading firms such as Quinta do Noval or Taylor, but they should be excellent from any other house.

These are lighter, drier, than vintage ports, and therefore more suitable after a substantial meal: also less expensive. Such wines are usually at their best after 20 years in wood, being incomplete at 10 years, and usually past their best after 20.

With a Madeira it should be an old Bual or a Malmsey, the sweeter of the two. The mature vintage wines are inevitably expensive, but an old solera will have that special nutty flavour that is peculiar to Madeira, one of the most undervalued fine wines of the world. There is no more suitable time than Christmas for drinking such wines.

A SMALL TASTE OF WHAT'S IN STORE FOR CHRISTMAS.

BLENDED SCOTCH WHISKY
SPECIAL RESERVE

Finest Old Whisky
Full Flavour
Matured in Old Oak

Produced in Scotland
Bottled in Scotland

40% vol

IT TOOK ONE OF THE OLDEST AND MOST RESPECTED DISTILLERIES IN SCOTLAND TO CREATE A BLEND WITH A CHARACTER AS SMOOTH AS THIS.

£6.09 75 CL.

DALESMAN BEST BITTER

Traditional THEAKSTON Fine Beer
Brewed as it has been for Generations
with Top Quality English Hops Selected for TESCO

500 ml

DALESMAN IS A TANGY, STRONG YORKSHIRE BITTER WITH A GOOD RICH FLAVOUR. IT'S BREWED USING AN ORIGINAL RECIPE BY THEAKSTONS, WHO WERE ESTABLISHED IN 1827.

Pack of 3 £1.65 500ml bottles

LONDON DRY GIN

40% vol

LONDON DRY GIN IS ACKNOWLEDGED AS BEING THE BEST IN THE WORLD. THIS IS A PARTICULARLY FINE EXAMPLE OF A TRADITIONAL RECIPE.

£6.09 75 CL.

MACON BLANC VILLAGES
APPELLATION MACON CONTROLEE

Medium Dry White Wine

SERVE CHILLED
SELECTED FOR TESCO

70 cl e

CRISP, LIGHT AND DRY, THIS FINE WHITE WINE IS AS DELICIOUS AS THE FRESH SALMON WITH WHICH IT IS OFTEN SERVED.

£2.79 70 CL.

CLARET

SELECTED FOR TESCO

CLARET IS THE ENGLISH TERM FOR A RED BORDEAUX WINE. THIS FINE EXAMPLE COULD ACCOMPANY ROAST LAMB, STEAK OR TURKEY.

£1.69 70 CL £3.59 150 CL.

CHABLIS
APPELLATION CHABLIS CONTROLEE

1981

Product of France
SELECTED FOR TESCO

70 cl e

DRY AND FULL-BODIED, THIS WHITE WINE IS THE CLASSIC ACCOMPANIMENT TO OYSTERS. SERVE IT CHILLED.

£3.29 70 CL.



هكزا صد الف

HOW TO SPEND IT

by Lucia van der Post

Putting on the top coat



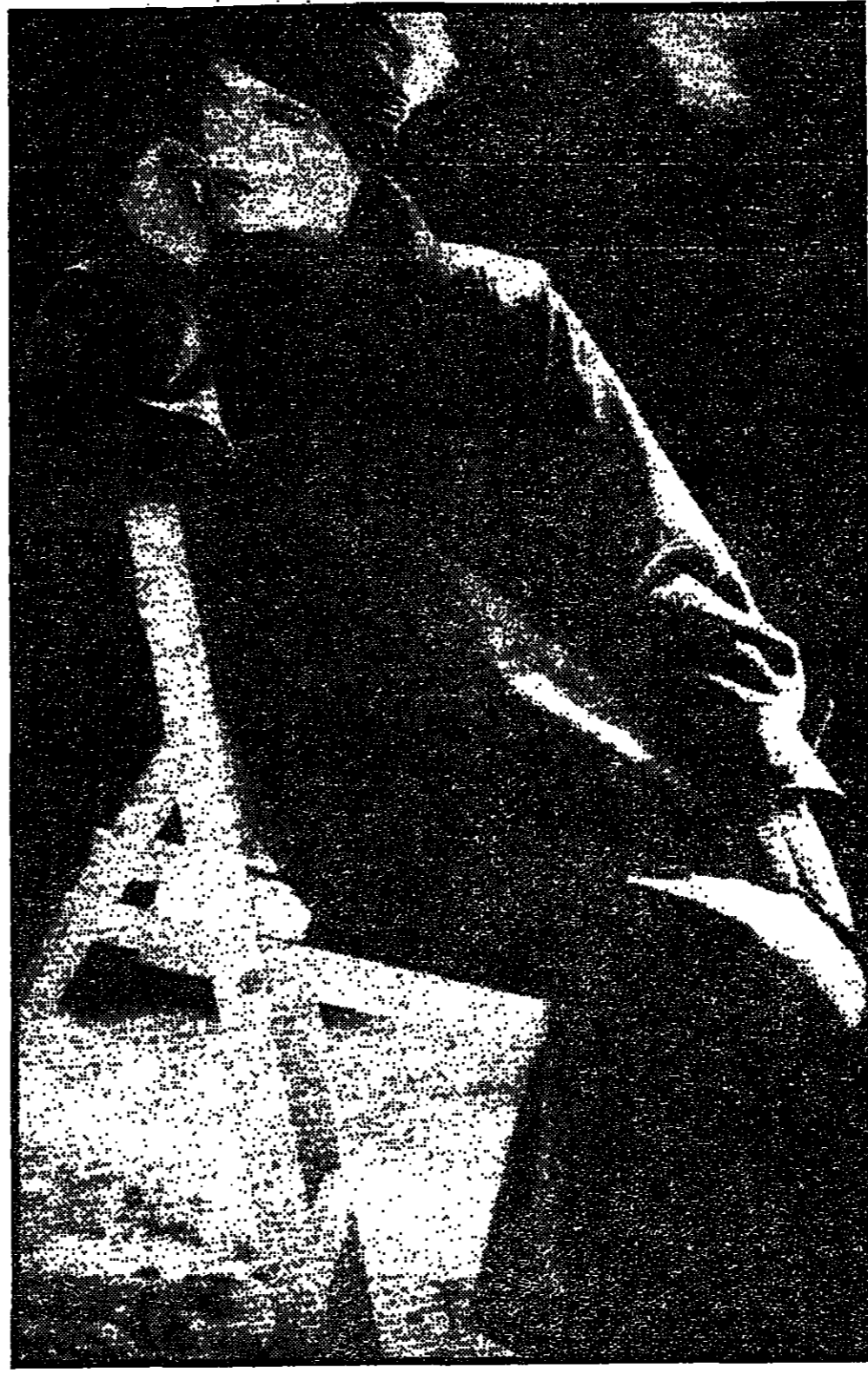
THE WINTER coat is many people's most important fashion buy. This year autumn has been mild but normally coats are donned almost every day for about six months, so getting it right really matters. Each year the look evolves (manipulated, say the cynical, by the designers and the manufacturers who wish to persuade us that we cannot wear last year's model a minute longer), being sometimes subtly, sometimes radically different from the year before.

This year's look, you will be happy to hear, is less a dramatic change, more a gentle development on previous themes. Manufacturers are producing smarter versions of those 1950s men's overcoats that teenagers used to search out in local street markets and second-hand clothes shops. The mannish look is still very much around. But whatever the style and mood, whether it's a trench-style or more like an oversized, elongated blazer, or even a cloak with batwing sleeves, it must be roomy.

Above all, do not choose one that is too short — keep the length to mid-calf if you are feeling conservative, but if you want something more up-to-the-minute then choose one that comes to just above the ankle.

Typical of this winter's look are the two coats photographed here. On the left is Stephen Marks's version of the mannish tweed — big and loose-fitting it is made from pure wool in grey, black, beige or brown tweed and is available at most shops stocking Stephen Marks's clothes (including Harvey Nichols in London, Hoopers in Torquay) at about £180.

On the right is another roomy, capacious coat, again made from pure wool, but the cuffs and edges are trimmed in a contrasting colour. Made by Mansfield it comes in truffle trimmed with black, claret trimmed with black, blond trimmed with navy or black trimmed with truffle. In sizes 8 to 14 it sells at about £164 from Mansfield shops within leading stores.



A la card

IF YOU'VE despaired of finding Christmas cards that are appealing, original and on a Christmas theme, seek out the cards produced by Andrew Jones Art. Regular readers may remember that a few years ago he produced "A Deck of Cards" which featured works by good living artists all of which had been specifically designed to fit on the back of an ordinary playing card.

This time round Andrew Jones has had the good idea of commissioning a series of original works of art all on a Christmas theme. The original idea was that these works would then be reproduced on Christmas cards, so that the work became accessible to many more people.

He approached artists of the calibre of Howard Hodgkin (on the short list for the recent Turner prize), Henry Moore, Peter Blake and Carol Weight, and most of them welcomed the idea with enthusiasm.

The cards have a wide variety of styles, ranging from the abstract richness of Hodgkin, to the ethereal figure of Henry Moore and the abstract shapes of Peter Logan. They don't go into the shops until the end of next week but when they do they will sell at slightly varying prices—they will be roughly 50p each when sold singly and about £2 for a pack of 5. All royalties on the cards will go to the NSPCC charity.

Find them at the Royal Academy Bookshop, Burlington House, Piccadilly, London W1; The Bluecoat Gallery, School Lane, Liverpool; the Ikon Gallery, 59-73 John Fritch Street, Birmingham; The Scottish Gallery, 94 George Street, Edin-



Robin by Peter Blake

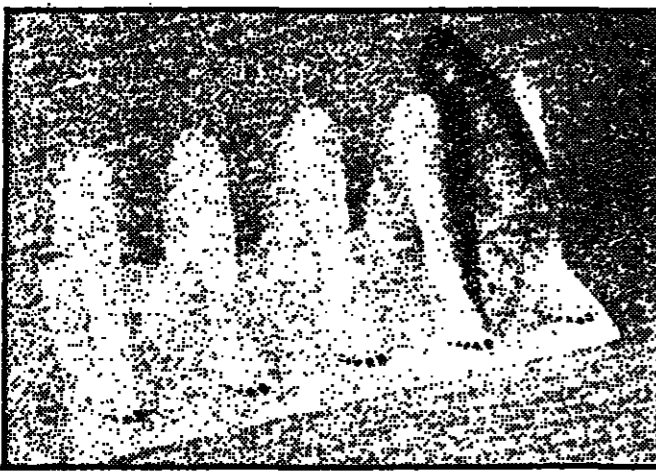
burgh; the Fitzwilliam Museum, Trumpington Street and Primavera, 10 King's Parade, both in Cambridge; The Museum of Modern Art, Pembroke Street, Oxford; the Arvalini Gallery, Narrow Quay, Bristol; and The Paper Shop, 778 Fulham Road, London SW6.

If you are interested in the paintings they are on show (and on sale) at the Odette Gilbert Gallery, 3 Cork Street, London W1 at prices ranging from a few hundreds to a few thousands.

It all seems a bright and enterprising idea and one that Andrew Jones hopes might encourage people to commission contemporary artists. He suggests captains of industry and company chairmen think about commissioning a Christmas picture and then use it as the basis of their corporate Christmas cards—in other words, bring some seasonal cheer to your local artist and get yourself an original card at the same time.



Gold, Frankincense and Myrrh by George Hooper



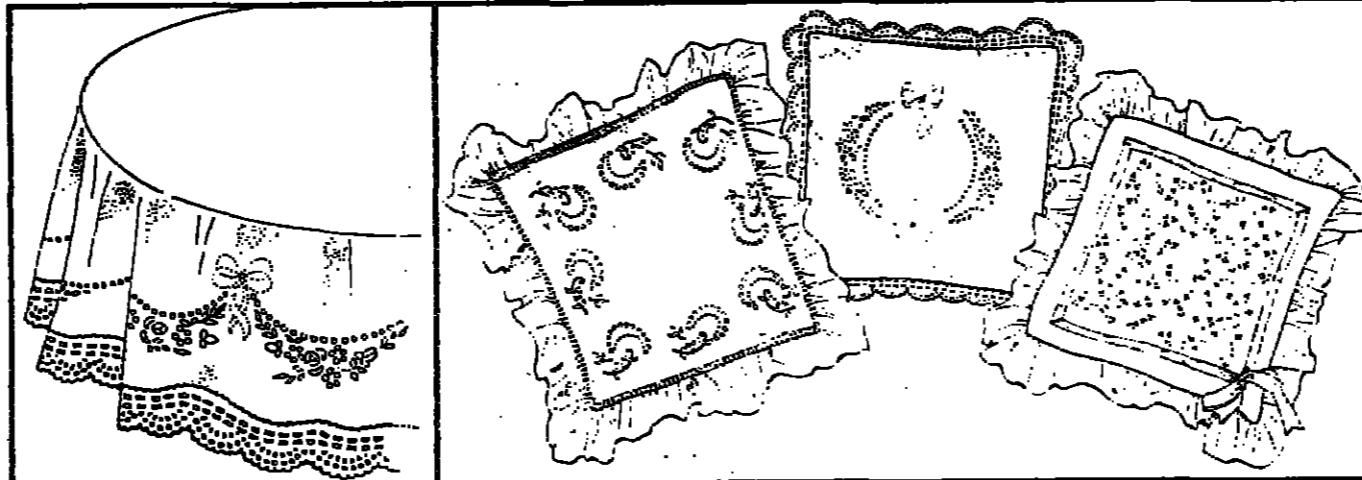
Female forms

THE striking visual pun shown here is taken from a fascinating photographic study called *Working Women* by Jessica Strang. Feminists may find it strange that it is a woman who has chosen to collect, in such stunning profusion, some 200 designs, all of which are inspired by the female form. Whatever stance you take, the book is £4.95 worth of delight.

seems angry or resentful. The array of objects is astonishing, ranging from doorknockers to toast-racks, from corkscrews to full-blown chairs and tables. As Lorraine Johnson writes in the introduction—"No part of her is sacred—her skirts keep teapots warm, dust furniture, dispense perfume and even light up; her lips become a sofa; her legs kick smoke, open letters, hold toast, file fingernails; her hands hold flowers, scratch backs and clutch golden chains."

Shown above is a witty contemporary toast-rack—in white with red-painted toe-nails, it is made by Carltonware.

The book is published by Thames and Hudson and would make a marvellous stocking present.



Round hand-embroidered cotton cambric tablecloth at £29.95

Sketched above, from left to right, are a cotton voile cushion cover at £9.95, a cotton cambric version at £13.95 and finally another cotton voile one at £12.95

Cotton cover-up

WHEN IT comes to linen, whether for the bed, the table or the bathroom, there is nothing like white for real old-fashioned pleasure. All those sharply-patterned sheets and colour co-ordinated sets that seemed so enchanting a few years ago now have a very down-at-heel look. The nicest linen departments are awash with crisp and frothy white.

In time to make charming Christmas presents is this small collection of pure white

cushion covers and tablecloths from India. All are hand-embroidered and come in pure cotton—either cotton cambric or cotton voile. They look delicious but come with one small drawback—everything should be hand-washed in warm water with a mild detergent. In my experience they also need careful ironing and benefit from starching.

Each cushion is slightly different, that being both the penalty and the charm of the individual and the hand-made, but all the covers are made to fit a standard size 38 cm square cushion pad (though these you will have to buy elsewhere separately).

The cotton cambric covers cost either £13.95 or £10.95 (depending upon the elaboration of the embroidery—state whether you want more or less of it). They can be bought as a pair for £24.95. In cotton voile (which looks much frothier and lighter) they are £9.95 or £12.95 (again depending upon how elaborately it is embellished) or £22.95 for the pair. The round cotton cambric embroidered tablecloth (100 cms in diameter) is £29.95. All prices include postage and packing and all can be ordered directly from Damask, 1b Delorme Street, London W6.

Party decorations

LOOK OUT for a new collection of jewellery and accessories created by a collaboration between Yves Saint Laurent and Cartier, but entitled the Yves Saint Laurent Collection. It features brooches, bracelets, necklaces and earrings all in a multitude of different materials. There is the Gilt Collection, the Ebony and Gilt Collection and the Diamante and Paste Collection—presumably designed to cater for all the current fashion fads.

Certainly the jewellery that I have seen is designed for maximum impact—no discreet little chains and almost insignificant diamonds. This is costume jewellery with panache and flair and you should wear it boldly.

Photographed here are Athena earrings, featuring blue, green, red or diamante stones for £40. The necklace, rejoicing in the name of Memphis, comes either in gilt with blue stone, or a nickel finish with diamante and costs £120 while the matching bracelet, again in gilt and blue stone or nickel finish with diamante, is £71.

The prices may seem high for what are, after all, non-precious materials, but they are not out of line with other high-class costume jewellery and some of the collection does start as low as £15, though at the top end you might have to pay up to £400.



Harvey Nichols, Harrods, Fenwick and Debenhams in London have all taken the collection. Out-of-London stockists include Alders of Croydon and Esselmont and McIntosh of Aberdeen.



ARROW SHIRTS ELEGANCE & BACK-TO-STYLE

Arrow

The world's favourite shirt. Available in sleeve lengths.

Arrow Shirts UK (The Savile Row Shirt Company Ltd) Arrow House, 25 Savile Row, LONDON W1X 1AA Tel: 01-457 4410




The Royal Bank of Scotland

Base Rate

The Royal Bank of Scotland plc announces that with effect from close of business on 23rd November 1984 its Base Rate for lending was decreased from 10 per cent per annum to 9½ per cent per annum

Bank of Ireland

announces that with effect from close of business on the 26th November, 1984 its Base Rate for Lending is reduced from 10% to 9.5% per annum



Bank of Ireland

COLLECTING/LEISURE

Not a great year for Burgundy

IF the 1984 vintage in Burgundy were to be judged by the results of the auction in Beaune last Sunday...

in Chablis, and smaller than average in Maconnais/Chalonais and Beaujolais.

WINE

EDMUND PENNING-ROWSELL has just returned from Burgundy where he found the 1984 vintage to be more expensive and inferior to that of 1983.



picked. Those growers who had the courage to wait until October 8 and later before starting to pick generally made the best wine...

mentation and partly because they lacked the natural sugar that disguises this. But I was assured that when the wines had "finished" they would not be excessively acid.

Sweet music to auctioneers

INTERNATIONAL SALEROOMS

THE "CATHEDRALE," a violin made by Antonio Stradivari in Cremona in 1707, during his "golden period," sold for \$386,000 at Sotheby's on Thursday...



good condition have done very well. Most professional musicians own instruments valued at between \$5,000 and \$20,000...

divari violin of the very finest quality has yet appeared on the market since 1971 when Sotheby's sold the "Lady Blunt" for \$84,000...

BRIDGE

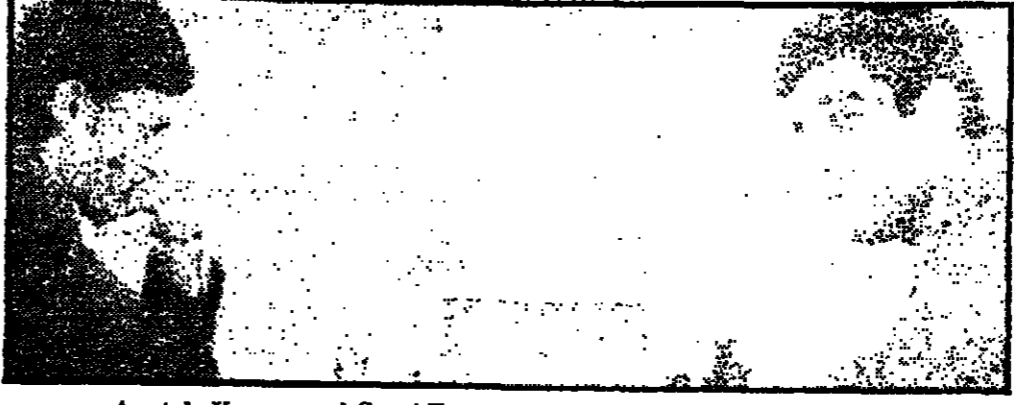
IN a contract of three no trumps success generally depends upon proper development. Let us look first at this hand from a rubber:

happy. The wastage in spades was annoying, but the shortage of entries to dummy was reason for alarm. The proper way to handle the diamond suit was to finesse twice from the table...

CHESS

LEONARD BARDEN

A record in anti-chess



Anatoly Karpov and Garri Kasparov on their way to a world record

ON Wednesday Karpov and Kasparov played their 17th successive draw at the world title match in Moscow, exactly doubling the previous record of eight draws set by Capablanca and Alekhine in 1927.

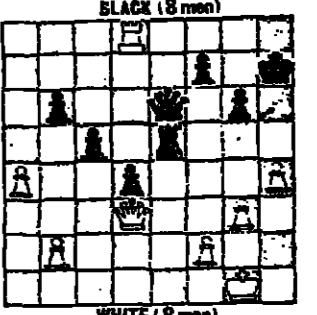
So in theory it is open to the FIDE congress, meeting during the current olympics at Salonica, or to the FIDE Central Committee, the governing body between congresses, to penalise the Moscow contenders if the draw series extends to a ridiculous level.

So in theory it is open to the FIDE congress, meeting during the current olympics at Salonica, or to the FIDE Central Committee, the governing body between congresses, to penalise the Moscow contenders if the draw series extends to a ridiculous level.

scored between them a tied match and the world championship.

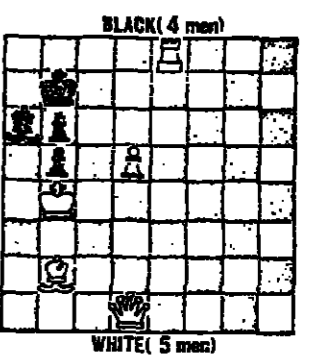
7—"Fellow-Russians don't dare to beat Karpov." Since winning the world title, Karpov has lost some four games to other USSR players...

POSITION No. 543



Capablanca v Alekhine, first match since 1927. Alekhine's win with Black against his supposedly unbeatable rival is among the notable upsets of world championship play.

PROBLEM No. 543



White mates in three moves, against any defence (by H. Meyer, 1864). Generations of solvers have enjoyed this miz-puzzle, which features a seemingly irrelevant white first move.

Advertisement for Malayan Banking featuring a tiger illustration and text: 'Let the tiger show you the best way to invest in Malaysia. The tiger is the symbol of Malayan Banking, Malaysia's Largest Banking Group.'

THE CITY AND VENDOR PLACING

When equity is less than equal

By Duncan Campbell-Smith



Haunted by Hoover

IF HIS LUCK runs out, he could turn out another Herbert Hoover, said one of President Reagan's aides...

falling in the first half of 1985, and even they look only for a very shallow dip.

Memories of 1929

If American pessimists revive memories of 1929, when a great Republican boom collapsed in ruin...

It is still more than possible that as evidence of the current slowdown accumulates, the Fed will lead rates down more aggressively...

THURSDAY morning began in fine style in the City offices of Morgan Grenfell.

Senior executives of the merchant bank committed it just before 8.15 am to paying £180m in exchange for a little over 113m newly issued shares in one of the UK's fastest growing companies.

And at precisely 8.30 am, as pre-arranged, stockbroker Rows and Pittman embarked on the task of selling those shares on the bank's behalf to the institutions of the City.

In the broker's three-week old operations room - resplendent with bright new pea-green switchboards and wall-to-wall video display units - it took 30 salesmen all of 20 minutes to complete the job...

That, however, is unlikely to be the end of the matter. The company involved, Dee Corporation, scored a great coup. But it was following in the footsteps of two other similar operations...

The missed chance of a capital gain

Mr Edgar Palamountain, chairman of the Wider Share Ownership Council, would not disagree. His reaction was unequivocal: "I would have thought that the very first time this happened, there would have been a thundering row."

It is easy to see why. New shares normally have to be offered to all shareholders pro rata with their existing holdings.

Yet many of Dee's shareholders may have learned of Thursday's sale only from yesterday newspapers - a situation which, had it happened in the U.S., would have left the company buried under an avalanche of litigation for years to come.

But provided only that a majority of shareholders approve the action, a UK company under Section 18 of the 1980 Companies Act can ignore the legal obligation to give each and every one of them "pre-emptive rights" to subscribe for any new shares on offer.

And third, the small shareholder has little effective means of redress. True, the law requires shareholders' approval for any suspension of pre-emptive rights; but at the appropriate extraordinary general meeting, a majority will generally be commanded in practice by exactly those institutions who took up the new shares in the first place.

In these circumstances, the protection of the small shareholder's interests must inevitably fall to the directors of the companies concerned.

Financial news snippets: CASE in £23m deal to get into U.S. market, Ward White acquires Halfords from Burmah Oil in £52m deal, Dee in £180m stores purchase, Saatchi in \$100m takeover deal for U.S. Hay Group.

steadily written off from the balance sheet. An offer of shares, on the other hand, avoids goodwill but can be impractical if the vendors want cash.

Merchant bankers in the City privately confess to endless difficulties in persuading company chairmen of this.

The superficial rights issue discount figure is a sort of corporate virility symbol, said one last week, "in a way that quite transcends rational argument."

Yet, in a sense, the pre-emption with a smaller discount is justified, too. The stock market very often over-reacts to a rights issue and it can depress the shares for months.

First he is excluded from the expansion of the equity and must therefore suffer a reduction in his percentage holding - a consequence, as Mr Palamountain puts it, "manifestly contrary to any principle of equity."

Second, he misses the chance of a capital gain which the institutions are offered via a discount on the sale price as compared with the current market price.

So Saatchi, advised by County Bank, placed shares equivalent to 37 per cent of its equity with a group of City institutions and the deal was done.

Mr Philip Birch, head of Ward White, the shoe retaining group which placed the equivalent of 30 per cent of its equity earlier this month to help buy the Halfords business from Burmah Oil, said:

The protection of the small shareholder's interests must inevitably fall to the directors of the companies concerned

This factor goes far to explaining the recent spate of placings. Rights issues have to submit to a calendar imposed by the Bank of England and British Telecom has pushed all others aside for several weeks.

The company could not countenance putting £90m of goodwill on its balance sheet, but the Hay partners wanted cash.

Mr Alec Monk, chief executive of Dee, is clear on this point: "I personally believe in maintaining the pre-emptive rights of shareholders. Having said that, do you do the deal or don't you, always assuming you believe it will rebound in all the shareholders' interests?"

Provided the earnings per share stay the same, though, it really makes little difference to him.

Another, more exotic defence of the vendor placing is provided by the accountancy profession. Using cash to purchase a purely service business can give rise to a hefty goodwill item, leading to a subsequent drain on the purchaser's income statement as the goodwill is

charged to tax on the employee, or disallowed as expenses to the employer.

In one case a minor error was found and tax recovered of less than £100, but the cost to the client exceeded £500, and I am sure that the cost to the Revenue was no less.

For my part I have not observed any increased tendency to regard accountants as dishonest. I think that in fairness it must be acknowledged that most Revenue officers are reasonable, and their task is difficult.

Rights versus placings

From the Chairman, M & G Investment Management.

Sir - There are an increasing number of occasions when companies place substantial amounts of equity capital with large institutions in finance acquisition without involving all the shareholders.

reservations, we had to take part in such placings in order to protect the interests of our investors.

There are, however, also occasions when companies place substantial amounts of equity capital with large institutions in finance acquisition without involving all the shareholders.

Pontification all round

From Mr D. Dowe. Sir - John Selwyn Gummer chairs the Church of England Bishops for pontificating on economics when they are not experts in the subject (November 18).

A fair field and no favours

From Mr H. Law. Sir - That government policies have failed to deal with unemployment proves nothing about laissez faire as a principle (November 17).

Letters to the Editor

and the last of these freedoms, they argued, could only be achieved in the absence of government intervention.

Physicists, however, also pointed out the need to abolish all taxes except a tax on the value of land, and it is unfortunate that this aspect of laissez faire has been almost totally neglected.

Without the "impôt unique," or at least a move in that direction, laissez faire is one-legged, and cannot possibly be expected to work.

Open or shut cases

From Mr J. Sheffington. Sir - All your correspondents appear to have missed one vital point in dealing with the financial losses (costs) being, or to be, incurred when comparing the longer term cost of closing a bit (redundancy payments, unemployment pay, social

I have no argument with the comparison of costs and the acceptance that the consequences of closure of a pit is a social problem.

What I believe has been overlooked is "human nature." If a loss-making pit is kept open, one must expect similar pressures to be applied by workers in steel manufacturing, ship-building and any other industry - this is simply human nature.

Cable TV in Swindon

From Mr R. Ogilvie. Sir - Your excellent review of Swindon (November 13) does not quite give a true picture of the provision of broadband, multi-channel cable services in the town.

the parent company of Swindon Cable, has ever undertaken. We were not consulted and feel insulted that we are treated in such a cavalier fashion.

The Revenue and small businesses

From Mr A. Nelson. Sir - The item by George Graham (November 20) requires to be taken seriously. I have been in practice now, both as an employee and as a principal for over 30 years, and it is with considerable regret that I have to agree with the Tax File report.

ARE YOU A GAMBLER?

When the money you are looking after belongs to other people, you can't afford to take risks with it. But if you don't have a reliable source of information on which to base your decisions, you could be gambling your reputation away.

Minimise the risks by maximising your knowledge - with Money Management. Money Management is the magazine written and produced by professionals for professionals, providing an indispensable guide to developments in the world of personal financial planning.

Advertisement for Money Management magazine, including contact information and a subscription form.

Handwritten text at the bottom of the page: مورا احمد القاسم

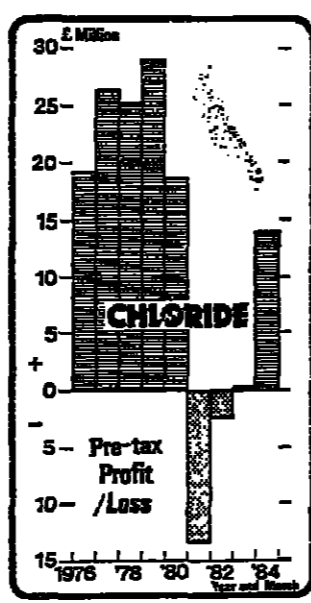
Companies and Markets

UK COMPANY NEWS

Chloride expects 'steady progress'

Chloride Group, headed by Sir Michael Edwards, has turned in higher first half taxable profits of £5.4m, against £3.1m, and expects to continue to make 'modest but steady progress'.

The last payment made on the ordinary shares was a final of 2.5p in respect of the 1979/80 year. Group turnover for the six months to September 30, 1984 was 13.6 per cent higher at £192.5m compared with £169.5m, which excludes £7.4m attributable to divested operations.



In addition, the scaling up of output to meet high customer demand in America for the

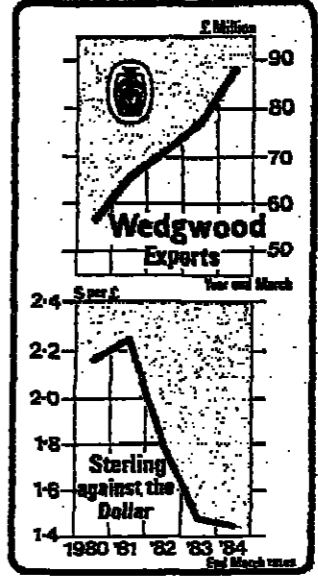
recombinant automotive battery is proving to be rather more protracted and costly than expected. This is the price of progress, Sir Michael says, but the board remains confident that these difficulties will be resolved.

FII makes £1.9m rights for Welsh expansion

Fiona Footwear, a subsidiary of the FII group, yesterday announced a project to expand and expand footwear manufacturing operations in Bridgend, South Wales.

Wedgwood touches £6m halfway and pays 2.75p

CONTINUING the progress which led Wedgwood to produce record pre-tax profits of £10.6m in the last full year, profits for the first half have more than doubled from £3.96m to £8.95m.



son Brothers, J. and G. Meakin, and Unicorn Tableware brand names. This will involve the improvement and reorganisation of production, as well as the establishment of one site of a new warehousing and despatch unit for the division.

Hill Samuel new life drops 16% midway

The withdrawal of Life Assurance Premium Relief (LAPR) in this year's Budget has made a severe dent in the new life business of Hill Samuel Group.

Dixons holds 42% of Currys

THE £242m takeover battle between Dixons and Currys, the rival High Street electrical retailers is set to continue for another week after Dixons increased its stake to just 42.3 per cent by yesterday's first closing.

higher than Currys's unchanged closing price of 506p. Morgan Grenfell said it intends to complain to the Takeover Panel about the wording of last night's statement from S. G. Warburg which, it said, implied that Dixons's entire stake amounted to only 31.4 per cent.

the final deadline of December 16. The cash alternative will in no circumstances be extended beyond December 7.

GUS expects improvement in first half

Pre-tax profits for the first six months of the current year at Great Universal Stores should show an improvement over last year's corresponding figure of £22.3m, Sir Leonard Wolston, the group's chief executive, said at a meeting.

C. H. Beazer's war of attrition

C. H. Beazer (Holdings), the Bath-based construction, property and housebuilding group, yesterday launched what the stock market currently sees as the first formal stage of a long war of attrition against Bath & Portland (B & P).

ICL takes full control of Baric

Barclays Bank has sold its 40 per cent stake in Baric Computing Services to ICL, the computer group which held the other 60 per cent. In turn ICL has reached agreement with Computer Management Group (CMG) to sell its Baric batch processing business.

Hoskins & Horton

Hoskins & Horton is holding discussions with a third party, which its says is likely to lead to an offer being made for the company.

Dee advances 40% to £17m

Dee Corporation, the fast growing food retail group, pushed first half taxable profits up by nearly 40 per cent from a restated £12.24m to £17.1m and has raised the interim dividend by 0.5p to 2.25p.

Two Grovebell directors resign

Mr Vasant Advani's Grovebell Group, which had its bid for Atlanta Investment Trust temporarily blocked by an injunction against Grovebell's brokers, yesterday posted its formal offer document to Atlanta shareholders.

Grovebell, and an option to buy a further 11 per cent has been cancelled.

Glanfield bid hits problems

A second attempt by Gregory Securities, the investment group, to take over Glanfield Lawrence, the London contractor, has run into difficulties.

Piccadilly Radio ahead of forecast with £441,000

Piccadilly Radio, the IBA appointed independent radio contractor for Greater Manchester, turned in higher pre-tax profits of £441,000 for the year ended September 30, 1984. This was 2.8 per cent ahead of last year's £429,000 and 14.5 per cent more than the forecast of £385,000 in the June prospectus.

Glanfield bid hits problems

Glanfield's shares were suspended from trading at 52p on the Stock Exchange yesterday after it emerged that it was likely to have to revise downwards for a second time its 1984 profits forecast.

Dee advances 40% to £17m

Dee Corporation, the fast growing food retail group, pushed first half taxable profits up by nearly 40 per cent from a restated £12.24m to £17.1m and has raised the interim dividend by 0.5p to 2.25p.

Dee advances 40% to £17m

Dee Corporation, the fast growing food retail group, pushed first half taxable profits up by nearly 40 per cent from a restated £12.24m to £17.1m and has raised the interim dividend by 0.5p to 2.25p.

Dee advances 40% to £17m

Dee Corporation, the fast growing food retail group, pushed first half taxable profits up by nearly 40 per cent from a restated £12.24m to £17.1m and has raised the interim dividend by 0.5p to 2.25p.

Piccadilly Radio ahead of forecast with £441,000

Piccadilly Radio, the IBA appointed independent radio contractor for Greater Manchester, turned in higher pre-tax profits of £441,000 for the year ended September 30, 1984. This was 2.8 per cent ahead of last year's £429,000 and 14.5 per cent more than the forecast of £385,000 in the June prospectus.

Glanfield bid hits problems

Glanfield's shares were suspended from trading at 52p on the Stock Exchange yesterday after it emerged that it was likely to have to revise downwards for a second time its 1984 profits forecast.

Glanfield bid hits problems

Glanfield's shares were suspended from trading at 52p on the Stock Exchange yesterday after it emerged that it was likely to have to revise downwards for a second time its 1984 profits forecast.

Dee advances 40% to £17m

Dee Corporation, the fast growing food retail group, pushed first half taxable profits up by nearly 40 per cent from a restated £12.24m to £17.1m and has raised the interim dividend by 0.5p to 2.25p.

Dee advances 40% to £17m

Dee Corporation, the fast growing food retail group, pushed first half taxable profits up by nearly 40 per cent from a restated £12.24m to £17.1m and has raised the interim dividend by 0.5p to 2.25p.

Dee advances 40% to £17m

Dee Corporation, the fast growing food retail group, pushed first half taxable profits up by nearly 40 per cent from a restated £12.24m to £17.1m and has raised the interim dividend by 0.5p to 2.25p.

Dee advances 40% to £17m

Dee Corporation, the fast growing food retail group, pushed first half taxable profits up by nearly 40 per cent from a restated £12.24m to £17.1m and has raised the interim dividend by 0.5p to 2.25p.

SUMMARY OF THE WEEK'S COMPANY NEWS

Take-over bids and deals

Food retailer Dee Corporation continued its rapid expansion this week by acquiring four BAT Industries for £150m. Dee placed 113m new shares at 160p with institutions to finance the deal which comes half way through the Monopolies Commission's investigation into the group's £236m bid for agricultural and food distribution concern, Booker McConnell.

PRELIMINARY RESULTS

Table with columns: Company, Year, Pre-tax profit (£000), Earnings per share (p), Dividends per share (p). Lists companies like Akroyd & Smiths, Barlow Trans, Concentric, Diploma, G. R. Higgs, Hardanger Props, Hovvells Brew, Hoggitt Bowers, Lowbale, NMT Computing, Stocklake Higgs, Swinton Priv Hosp.

INTERIM STATEMENTS

Table with columns: Company, Half-year to, Pre-tax profit (£000), Interim dividends per share (p). Lists companies like Ang Nordic Hldg, Assoc. Heat Srv, Bardon Hill Grp, BE Tomlinson Srv, Black Arrow Grp, Boots, Bulgain, A. F., Bulmer & Lumb, Burnett & Hallam, Chamberlain & Hill, Camtech, DIT, Dee Corp, EMAP, Extel, Feedex Agrl, Forshaw's Burt, French Kier, Gieves Group, HAT Group, Hazlewood Foods, Hdgam Sims Lugg, Heath C. E., Hunter Saphir, Ivory & Sims, LWH, Lockyer, Thomas, LRC International, Mari Prop Hldgs, Merrydown Wine, Metal Box, NTR Electric, Parrish J. T., Petrotex, Pilman, Powell Duffryn, Readicut Intl, RFD Group, Scantron Hldgs, Sheffeld Brick, Skeckley, Smallshaw, R., Somatic, Usher Walker, Walker & Staff, Whitbread, Whittington Eng.

Hoechst UK purchase to extend pharmaceutical side

Hoechst UK, part of the West German chemical group, is buying Arthur H. Cox, a small British manufacturer of generic, family and specialty medicines, in a deal which gives Hoechst UK its first pharmaceutical manufacturing plant in the UK. Hoechst has reached agreement with a majority of the Cox shareholders but the final details have still to be agreed. Cox made after-tax profit of £221,000 on turnover of £6.7m in 1983.

Dee advances 40% to £17m

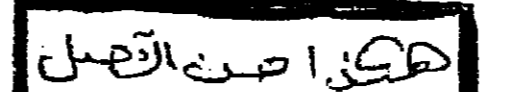
Table with columns: Company bid for, Value of bid per share, Market price, Price before bid, Value of bid, Bidder. Lists companies like Advance Services, Anglo-Scott Inv, Atlanta Inv, Bath & Portland, BPM 'A', BPM 'B', Bridgewater Ests, Cullen's Strs Ord, Cullen's Strs 'A', Cullen's Strs 'B', Cullen's Strs 'C', Cullen's Strs 'D', Cullen's Strs 'E', East Lancs Paper, Elson & Robbins, Glanfield Lawrence, Gordon & Gotch, Harrison, T. C.

Rights Issues

Berkeley and Hay Hill Investments—£1.7m rights issue at 10p per share on a four for seven basis. British Assets Trust—To raise £9.3m through a rights issue. Offers for sale, placings and introductions. British Telecom—Offer for sale of 3bn shares at 130p per share. Kingsley and Forester—Full listing through a placing of 3,084,516 shares to raise £1.5m after expenses. Penny and Giles International—Coming to USM via a placing

North British Steel loss rises and no dividend

Pre-tax losses of North British Steel Group (Holdings) more than doubled from £1.49m to £3.13m in the year to September 29, 1984. In view of these results, the group's financial position and a proposed capital reconstruction, there is no dividend — last year's payments totalled £105p net. Last month, it was announced that several major creditors had agreed to allow the company to defer repayment of amounts due totalling £1m. The Royal Bank of Scotland offered a financial package which the board would be recommending to shareholders. Details of the proposed capital reconstruction were sent out yesterday to all shareholders.



UK COMPANIES

Companies and Markets

INTERNATIONAL COMPANIES and FINANCE

RESULTS DUE NEXT WEEK

The only blot on Habitat/Mothercare's results for the first six months to September, due to be published on Thursday, will be another poor performance from Habitat Europe.

Allied Lyons' results for the first six months to mid-September, due out on Tuesday, are expected to reinforce the market's feeling that the momentum of the group's earlier profits growth is starting to lag.

On Tuesday the textiles sector sees a first announcement from Courtaulds, whose share price has been easing back from its 198p level over the past few weeks following the publication of the latest statistics on fibre demand.

Other companies reported next week include Sterling Guarantee with interim results on Monday, Inter-Continental Organisation, with third quarter figures on Wednesday and Dawson International with interim results on Thursday.

Table with columns: Company, Announcements due, Dividend (p), Last year, This year. Includes Carr, John (Doncaster), Crenco Group, Fenner, J. H., ICL, IFCP, Marlard and Co., Radio City (South West), Royal Bank of Scotland Group, Scottish and Mercantile Investment, Tyne Tees Television Holdings, United Wire Group.

Table with columns: Company, Dividend (p), Last year, This year. Includes Allied Wire, Bessent Foods, BSC, BSC Industrial, Bricious Dudley, Cable and Wireless, Carriaga, Celsion Industries, Century Oil, Chamberlain Phillips, Channel Tunnel, CML Microsystems, Courtaulds, Dawson International, De Beers Consolidated Mines, Delmar Group, Erskine, Eversheds, Franchise Foods Group, Habitat/Mothercare, Hargreaves Group, Henderson Administration Group, Henricque, Arthur, Higginson, Homplene Holdings, International Thompson Organisation, Investment Company, M and G Second Trust, Monty Investment Trust, Mountview Estates, Parlane Textiles, Redland, Rosmans International, Seratona Technology, Scala Group, 800 Group, Starling Guarantee Trust, TR Property Investment Trust, Triton, Wedgwood.

Table with columns: Company, Date, Current payment, Corrs, Total of spending, Total last year. Includes James Green, London Trust, Meadow Farm, N. British Steel, Piccadilly Radio, Piccadilly Radio, TR Property Investment Trust, Wedgwood.

Table with columns: Wednesday, November 21 1984, Increase (+) or Decrease (-) for week. Includes Liabilities, Capital, Public Deposits, Bankers Deposits, Reserve and other Accounts, Assets, Government Securities, Advances & other Accounts, Premises Equipment & other Secs, Notes, Cash.

Table with columns: 1983-84, 1984, Company, Price Change, Close Yield, Fully Paid, P/E. Includes 142 120 Ass. Brit. Ind. Ord., 156 117 Ass. Brit. Ind. CULS., 78 52 Ampering Group, 42 Rhoades, 122 57 Bardon Hill, 58 42 BCL Technologies, 59 173 CCL Ordinary, 152 117 CCL 15pc Conv., 78 100 Carborundum Ord., 84 84 Carborundum 7.5pc Pt., 249 92 Candra Group, 72 45 Deborah Stevens, 240 76 Frank Horsell, 69 75 Frank Horsell Pr.Ord., 66 25 Fredrick Parker, 48 22 George Barr, 80 36 Ind. Precision Castings, 218 200 Iria Group, 124 51 Jackson Group, 280 213 James Burrough, 83 83 James Burrough, 147 100 Unaphone Ord., 105 96 Unaphone 10.5pc Pt., 500 273 Minhouse Holdings N.V., 176 31 Robert Jenkins, 72 33 Scruttons, 120 01 Tordis & Callis, 424 37 Trevan Holdings, 25 17 United Holdings, 42 62 Valleys, 278 226 W. S. Yates.

Table with columns: Liabilities, Notes issued, in circulation, in Standing Department, Assets, Government Dept, Other Government Securities, Other Securities.

Table with columns: Liabilities, Notes issued, in circulation, in Standing Department, Assets, Government Dept, Other Government Securities, Other Securities.

Table with columns: Liabilities, Notes issued, in circulation, in Standing Department, Assets, Government Dept, Other Government Securities, Other Securities.

Table with columns: Liabilities, Notes issued, in circulation, in Standing Department, Assets, Government Dept, Other Government Securities, Other Securities.

Volvo's STC unit back in the red

By Kevin Done, Nordic Correspondent, in Stockholm. SCANDINAVIAN TRADING (STC), the troubled oil trading group, has announced losses totalling SKr 124m (\$14.4m) after 10 months as a result of falling oil prices.

The trading company said yesterday that it had been trading profitably, for much of the year, but was unseasoned by substantial fluctuations in oil prices in October. "We had brought heavy losses, for its Scanpoll trading subsidiary, Scandinavian Trading has run up a loss (after financial items) of SKr 65m in the first 10 months compared with a profit of SKr 71m in the first half of the year.

Even if earnings improve in the last two months of this year the group would show a "distinct loss" for 1984, the board announced following a special meeting called to consider the Volvo offer. Volvo already owns 83 per cent of the traders shares, having been forced to step in late last year to save the group from financial collapse.

Canadian banks in ATM sharing project

By Bernard Simon in Toronto. FOUR of Canada's largest banks and the credit union movement in Quebec are to share their automated teller machines as a first step towards developing a joint point-of-sale system for electronic funds transfer.

The four banks involved in the latest project, Royal Bank, Canadian Imperial Bank of Commerce, Bank of Nova Scotia and Toronto-Dominion Bank, and the Quebec-based National Bank of Canada began sharing ATMs.

Elders adamant on bank plan

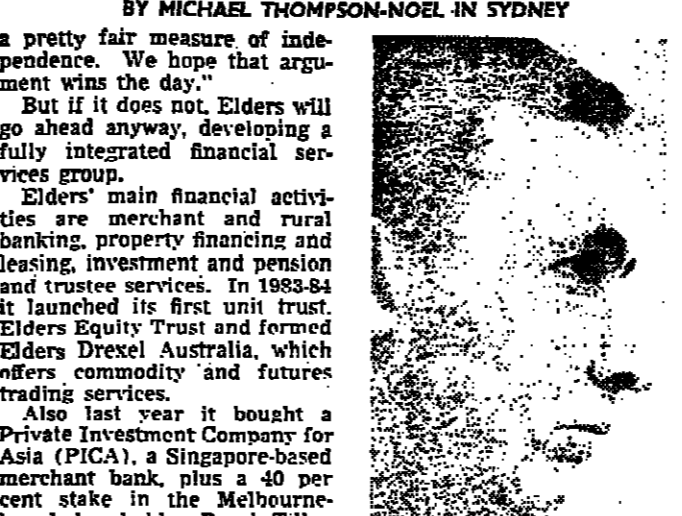
THE DEADLINE for applying for banking licences in Australia closed yesterday. Among the 40 or so applicants was Elders IXL, the country's largest company in sales terms.

Elders is not, however, putting all its eggs in the basket of Mr Paul Keating, the Australian Finance Minister, who will announce the names of the successful applicants early in the new year.

Reservations have been expressed about giving a banking licence to a semi-industrial group like Elders. "There was concern about cross-infection... a catastrophe in one part of the group rubbing out the bank as well," said Mr Payne.

The Dutch bank, which has a branch in Rotterdam, is to be renamed Commerzbank (Nederland). It has a balance sheet total of DM 1.3bn (\$821m) and net worth of DM 63m.

SCHLOEMANN-SIEMAG, the leading West German supplier of steel plant and processing equipment, controlled by Gutehoffnungshuette, is expecting new orders in the bank close to DM 2bn (\$662m) this fiscal year.



Paul Keating: "We are restricting numbers not competitive scope"

"The finance strategy of the group will be developed and built whether or not a licence is granted," more of the business will be done overseas, creating jobs there instead of in Australia.

Commerzbank to buy rest of Europartners

By Our Financial Staff. COMMERZBANK, the major West German commercial banking group, is to take full control of the Amsterdam-based Europartners Bank (Nederland), a consortium bank whose other partners are Banco di Roma of Italy and Credit Lyonnais of France.

The Dutch bank, which has a branch in Rotterdam, is to be renamed Commerzbank (Nederland). It has a balance sheet total of DM 1.3bn (\$821m) and net worth of DM 63m.

SCHLOEMANN-SIEMAG, the leading West German supplier of steel plant and processing equipment, controlled by Gutehoffnungshuette, is expecting new orders in the bank close to DM 2bn (\$662m) this fiscal year.

ACI bids for 100% of Alex Harvey

ACI INTERNATIONAL, the Australian packaging, buildings products, timber and consumer products group, has announced a NZ\$200m (US\$98m) bid for the 44.4 per cent of Alex Harvey Industries it does not already own.

The board of AHL, in which ACI has had a controlling stake since the late sixties, have advised shareholders not to sell their shares until the company receives an independent advice on the offer.

ACI International has also announced half-year results to September 30. Net profits were up 25.4p per cent to NZ\$2.51m on a turnover of \$1,018m, up by 9.9 per cent.

Both companies have refused to comment on the speculation. But the dealer meetings, in Dallas and Kansas City, both scheduled for the same time, represent the first clear indication that a major announcement is planned.

For Tenneco, the Houston-based conglomerate with oil, gas, manufacturing, insurance and shipbuilding interests, any deal would mark the end of speculation about its Case division, which last year had an operating loss of \$88m.

Beijer to buy TV satellite stake

BY OUR NORDIC CORRESPONDENT. INVESTMENT AB BEIJER, the Swedish investment company, is to take a 10 per cent stake in Coronet, the Luxembourg television satellite project.

Beijer, whose shares are quoted in both Stockholm and London, is seeking to establish a significant presence in Scandinavian pay and cable television. It has already taken a 7 per cent stake in Sponsor, a Finnish manufacturer of parabolic antennas for cable television operations, and it has entered into a joint venture with VIP, a Norwegian programming company.

BUERMANN - TETTERODE, the Dutch paper, printing and packaging group, increased net income for the first nine months of 1984 by 80 per cent to Fl 15.4m (\$4.5m) or Fl 4.16 a share, from Fl 8.5m or Fl 2.32 in the comparable period.

Harvester and Tenneco call dealer meetings

BY PAUL TAYLOR IN NEW YORK. INTERNATIONAL Harvester and Tenneco farm equipment dealers have been called to "special" meetings next Wednesday amid mounting speculation that Tenneco is about to announce the acquisition of Harvester's troubled farm equipment division.

The separate dealer meetings, described as concerning "an important announcement," were confirmed yesterday by industry experts who have become increasingly convinced that a merger between Tenneco's loss-making Case construction and farm equipment division and Harvester's loss-making tractor and combine harvester division has been under negotiation.

Both companies have refused to comment on the speculation. But the dealer meetings, in Dallas and Kansas City, both scheduled for the same time, represent the first clear indication that a major announcement is planned.

Schloemann-Siemag sees upturn in orders

BY RUPERT CORNWELL IN DUSSELDORF. SCHLOEMANN-SIEMAG, the leading West German supplier of steel plant and processing equipment, controlled by Gutehoffnungshuette, is expecting new orders in the bank close to DM 2bn (\$662m) this fiscal year.

Table with columns: 1984, Bid, Offer, Yield, 1983, Bid, Offer, Yield. Includes 19th November, 20th November, 21st November, 22nd November, 23rd November.

RENTALS every WEDNESDAY or SATURDAY

To advertise phone: 01-248 5284 DIANE STEWARD

European Assets Trust

100% of assets invested as at 31 October 1984 was 011 524

CAPITAL STRATEGY FUND LIMITED

Gartmore Fund Managers International Limited, 6 Colindale Ave, St Helier, Jersey, UK - Tel: 0534 27301

Grosfund Managers Limited

Table with columns: Bid, Offer, Yield. Includes America Trust, Japan Trust, European Trust, Gilt Trust, Equity Trust.

Hambros Bank Unit Trust Managers Limited

Table with columns: Bid, Offer, Yield. Includes 19th November, 20th November, 21st November, 22nd November, 23rd November.

GUS THE GREAT UNIVERSAL STORES PLC

Record earnings Increased dividend. The Group operates in the U.K. and overseas. Its principal activities are catalogue and telephone shopping, multiple retail clothing and furniture, Burberrys and Scotch House retail and export.

Granville & Co. Limited

Member of The National Association of Security Dealers and Investment Managers. 27/28 Lovat Lane London EC3R 8EB Telephone 01-621 1212

Table with columns: Liabilities, Notes issued, in circulation, in Standing Department, Assets, Government Dept, Other Government Securities, Other Securities.

Table with columns: Bid, Offer, Yield, Change Yield. Includes High Income, Gilt & Govt, U.S. Dollars, Option.

WORLD STOCK MARKETS

Dow boosted by cut in discount rate

U.S. Government securities prices faltered slightly as profit-taking pared early gains scored in response to Wednesday's discount rate cut and a lower Fed funds rate.

NEW YORK

Table of New York stock market data including Dow Jones, S&P 500, and various stock prices.

STOCK

Table of various stock market indices and individual stock prices from different regions.

WALL STREET

WALL STREET stocks were higher at mid-session as traders reacted to Wednesday's half-point cut in the Federal Reserve's discount rate to 8 1/2 per cent.

AMSTERDAM

A stronger undertone returned to the market and share prices were broadly higher in moderately active trading.

HONG KONG

Heavy local buying of property issues bolstered share prices on Hong Kong's stock market.

SINGAPORE

The market closed firm in extending Thursday's run on buying and covering interest in fairly active trading.

INDICES

Table of various stock market indices including Dow Jones, S&P 500, and regional indices.

NEW YORK

Table of New York stock market data including Dow Jones, S&P 500, and various stock prices.

WALL STREET

WALL STREET stocks were higher at mid-session as traders reacted to Wednesday's half-point cut in the Federal Reserve's discount rate to 8 1/2 per cent.

AMSTERDAM

A stronger undertone returned to the market and share prices were broadly higher in moderately active trading.

HONG KONG

Heavy local buying of property issues bolstered share prices on Hong Kong's stock market.

SINGAPORE

The market closed firm in extending Thursday's run on buying and covering interest in fairly active trading.

Companies and Markets

CURRENCIES, MONEY and CAPITAL MARKETS

FOREIGN EXCHANGES

Dollar firm

The dollar finished on a firm note in currency markets yesterday in rather thin trading. The absence of some traders in the U.S. following Thursday's holiday tended to exaggerate movements to some extent but there was still good underly-

West German Bundesbank failed to provide any major deterrent. Consequently it rose to DM 3.0290 from DM 3.0135 and Sfr 2.5010 from Sfr 2.4900. Against the yen it rose to ¥245.50 from ¥244.37 and Ffr. 9.2825 compared with Ffr. 9.2250. On Bank of England figures, its trade weighted index rose to 140.8 from 140.2.

STERLING EXCHANGE RATE INDEX

Table with columns for time (3.30 am, 9.00 am, 10.00 am, 11.00 am, Noon, 1.00 pm, 2.00 pm, 3.00 pm, 4.00 pm) and rate (75.0, 75.5, 75.3, 75.2, 75.3, 75.2, 75.3, 74.9, 75.1).

OTHER CURRENCIES

Table listing various currencies like Argentina, Australia, Brazil, Canada, Denmark, etc. with their respective rates.

EXCHANGE CROSS RATES

Table showing cross rates for Pound Sterling, Deutsche Mark, Japanese Yen, French Franc, Dutch Guilder, Italian Lira, Canadian Dollar, and Belgian Franc.

£ in New York

Table with columns for Nov 23, 24, and Prev. close, showing exchange rates for £ in New York.

POUND SPOT—FORWARD AGAINST POUND

Table showing forward rates for Pound Spot against Pound, with columns for Nov 23, 24, and Prev. close.

DOLLAR SPOT—FORWARD AGAINST DOLLAR

Table showing forward rates for Dollar Spot against Dollar, with columns for Nov 23, 24, and Prev. close.

Little change

Interest rates showed little overall change in the London money market yesterday. While underlying sentiment remained fairly bullish, there was some concern over the performance of sterling and whether the recent downward trend in U.S. rates would continue.

UK clearing banks' base lending rate 9.01 per cent since November 23.

in good supply towards the end of the day. Weekend interbank money touched a high of 10 per cent but fell away to finish nearer 5 per cent.

LONDON MONEY RATES

Table showing London Money Rates for various terms like Overnight, 2 days notice, 7 days, etc.

Discount Houses Deposit and Bill Rates

Table showing Discount Houses Deposit and Bill Rates for various terms.

FT LONDON INTERBANK FIXING

Table showing FT London Interbank Fixing rates for various terms like 1 month, 3 months, 6 months, 9 months, 1 year.

EURO-CURRENCY INTEREST RATES

Table showing Euro-Currency Interest Rates for various currencies and terms.

COMMODITIES AND AGRICULTURE

WEEKLY PRICE CHANGES

Table showing weekly price changes for various commodities like Metals, Grains, Oils, etc.

REVIEW OF THE WEEK

London cash copper at 15-month high. A TIGHTENING of immediately available supplies pushed cash prices for copper on the London Metal Exchange yesterday to the highest level since August last year.

AMERICAN MARKETS

NEW YORK, November 23. Precious metals followed currencies and finished lower as the declining interest rates were unable to generate enthusiasm for gold.

LONDON OIL SPOT PRICES

Table showing London Oil Spot Prices for various grades of oil.

GAS OIL FUTURES

Table showing Gas Oil Futures prices for various months.

GOLD MARKETS

Table showing Gold Markets prices for various types of gold.

BASE METALS

Table showing Base Metals prices for various metals like Aluminum, Nickel, Silver, etc.

TIN

Table showing Tin prices for various grades.

LEAD

Table showing Lead prices for various grades.

ZINC

Table showing Zinc prices for various grades.

WHEAT

Table showing Wheat prices for various grades.

COFFEE

Table showing Coffee prices for various grades.

POTATOES

Table showing Potato prices for various grades.

SUGAR

Table showing Sugar prices for various grades.

SOYABEAN MEAL

Table showing Soyabean Meal prices for various grades.

RUBBER

Table showing Rubber prices for various grades.

PIGMEAT

Table showing Pigmeat prices for various grades.

FUTURES

Table showing Futures prices for various commodities.

STERLING ISSUES BY FOREIGN INSTITUTIONS

African Dev Bk 10.0000 2000 2010 E334
London County 1985 2000 2010 E334
Sterling 1985 2000 2010 E334

COMMERICAL INDUSTRIAL

AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334

CORPORATION & COUNTY

AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334

UK PUBLIC BODIES

AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334

COMMONWEALTH GOVT.

AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334

FOREIGN STOCKS

AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334

STERLING ISSUES BY OVERSEAS-BORROWERS

AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334

BANKS, DISCOUNT

AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334

BREWERIES

AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334
AAH Mils 800 1985 2010 E334

STOCK EXCHANGE DEALINGS

Details of business done shown below have been taken with consent from day's highest and lowest dealing prices.
For those securities in which no business was recorded in Thursday's Official List, the latest recorded business in the four previous days is given.

Table of stock exchange dealings including columns for company names, share types, and prices.

WATER WORKS

Waterworks companies and their shares.

FINANCIAL TRUSTS

Financial trusts and their shares.

INSURANCE

Insurance companies and their shares.

INVESTMENT TRUSTS

Investment trusts and their shares.

UNLISTED SECURITIES

Unlisted securities and their shares.

RULE 535 (2)

Applications granted for specific bargains in securities not listed on any exchange.

RULE 535 (4) (a)

Bargains marked in securities where principal market is outside the UK and Republic of Ireland.

RULE 535 (3)

Dealings for approved companies engaged solely in mineral exploration.

RULE 535 (4) (b)

Dealings for approved companies engaged solely in mineral exploration.

LONDON TRADED OPTIONS

Table of London traded options including columns for call and put options, month, and price.

EUROPEAN OPTIONS EXCHANGE

Table of European options exchange including columns for series, vol., last, and price.

MINES - MISCELLANEOUS

Mines and miscellaneous shares.

MINES - SOUTH AFRICAN

Mines and South African shares.

MINES - OIL

Mines and oil shares.

MINES - PROPERTY

Mines and property shares.

MINES - PLANTATIONS

Mines and plantation shares.

MINES - RAILWAYS

Mines and railway shares.

MINES - UTILITIES

Mines and utility shares.

APPPOINTMENTS

Appointments section including Lloyds Bank senior posts.

Lloyds Bank senior posts

Mr E. J. Dawson has been appointed as assistant chief general manager of LLOYDS BANK from February 1. He succeeds Mr T. J. Howes, who is retiring. His responsibilities will include UK branch banking operations and the Republic of Ireland. Quotation has not been granted in London and dealings are not recorded in the Official List.

COMPUTATIONS STRUCTURE SYSTEMS

Computations Structure Systems and its subsidiary.

AUTHORISED UNIT TRUSTS

Table listing various unit trusts such as Abbey Unit Tr. Mgrs., British Gas, and others, with columns for name, manager, and performance metrics.

FT UNIT TRUST INFORMATION SERVICE

Main table of unit trusts including sections for Key Fund Managers, Specialist Unit Trusts, and various international and domestic funds.

City of Westminster Assurance

Table listing various insurance policies and services offered by the City of Westminster Assurance.

General Portfolio Life Ins. P.L.C.

Table listing various life insurance products and policies from General Portfolio Life Insurance.

Commercial Unit Trusts

Table listing various commercial unit trusts and their performance details.

Warranty Unit Trust Managers Ltd

Table listing various warranty unit trusts managed by Warranty Unit Trust Managers Ltd.

Wright Seligson Fund Managers Ltd

Table listing various fund management services provided by Wright Seligson Fund Managers Ltd.

Large advertisement for Barlow Clowes & Partners, Gift Edged Specialists, featuring the company logo and contact information for Warford Court, Throgmorton Street, London EC2N 2AT.

Handwritten text at the bottom of the page, possibly a signature or note.

Spit in it

INSURANCE, OVERSEAS & MONEY FUNDS

Table of Life Assurance Co. Ltd. funds including National Provident Institution, Life Assur. Co. of Pennsylvania, and Lloyd's Life Assurance.

Table of Overseas Funds including Sars & Propper Group, Target Life Assurance Co. Ltd., and various international investment funds.

Table of Money Funds including British Overseas Invest. Mgt. Ltd., Capital International Fund, and various domestic and international money market funds.

Table of Money Market and Trust Funds including Money Market, Trust Funds, Money Market, and Trust Funds.

OFFSHORE AND OVERSEAS

Table of Offshore and Overseas Funds including Acclim Investment Fund SA, Fidelity International, and various international investment funds.

Money Market

Trust Funds

Money Market

Bank Accounts

Table of Money Market, Trust Funds, Money Market, and Bank Accounts.

NOTES: Information regarding fund performance, currency, and other details.

FT LONDON SHARE INFORMATION SERVICE

Advertisement for 'The City' real estate agency, featuring the name 'The City' in a stylized font and contact information for Waverhampton (0502) 53591.

BRITISH FUNDS

Table of British Funds with columns for High/Low, Stock, Price, and % Chg. Sub-sections include 'Shorts (Lives up to Five Years)', 'Five to Fifteen Years', and 'Over Fifteen Years'.

Index-Linked

Table of Index-Linked funds with columns for High/Low, Stock, Price, and % Chg.

UNDATED

Table of Undated funds with columns for High/Low, Stock, Price, and % Chg.

CORPORATION LOANS

Table of Corporation Loans with columns for High/Low, Stock, Price, and % Chg.

COMMONWEALTH AND AFRICAN LOANS

Table of Commonwealth and African Loans with columns for High/Low, Stock, Price, and % Chg.

LOANS

Table of Loans with columns for High/Low, Stock, Price, and % Chg.

Public Board and Ind.

Table of Public Board and Industrial funds with columns for High/Low, Stock, Price, and % Chg.

Financial

Table of Financial funds with columns for High/Low, Stock, Price, and % Chg.

FOREIGN BONDS & RAILS

Table of Foreign Bonds and Rails with columns for High/Low, Stock, Price, and % Chg.

AMERICANS

Table of American stocks with columns for High/Low, Stock, Price, and % Chg.

BEERS, WINES—Cont.

Table of Beers and Wines with columns for High/Low, Stock, Price, and % Chg.

BUILDING INDUSTRY, TIMBER AND ROADS

Table of Building Industry, Timber and Roads with columns for High/Low, Stock, Price, and % Chg.

DRAPERY & STORES—Cont.

Table of Drapery and Stores with columns for High/Low, Stock, Price, and % Chg.

ELECTRICALS

Table of Electricals with columns for High/Low, Stock, Price, and % Chg.

ENGINEERING—Continued

Table of Engineering stocks with columns for High/Low, Stock, Price, and % Chg.

INDUSTRIALS (Misc.)

Table of Industrial (Miscellaneous) stocks with columns for High/Low, Stock, Price, and % Chg.

CANADIANS

Table of Canadian stocks with columns for High/Low, Stock, Price, and % Chg.

BANKS, HP AND LEASING

Table of Banks, HP and Leasing with columns for High/Low, Stock, Price, and % Chg.

BEERS, WINES AND SPIRITS

Table of Beers, Wines and Spirits with columns for High/Low, Stock, Price, and % Chg.

CHEMICALS, PLASTICS

Table of Chemicals and Plastics with columns for High/Low, Stock, Price, and % Chg.

DRAPERY AND STORES

Table of Drapery and Stores with columns for High/Low, Stock, Price, and % Chg.

FOOD, GROCERIES, ETC

Table of Food, Groceries, etc. with columns for High/Low, Stock, Price, and % Chg.

HOTELS AND CATERERS

Table of Hotels and Caterers with columns for High/Low, Stock, Price, and % Chg.

ENGINEERING

Table of Engineering stocks with columns for High/Low, Stock, Price, and % Chg.

HOTELS AND CATERERS

Table of Hotels and Caterers with columns for High/Low, Stock, Price, and % Chg.

HOTELS AND CATERERS

Table of Hotels and Caterers with columns for High/Low, Stock, Price, and % Chg.

Handwritten text: 'معلومات إضافية' (Additional Information)

Handwritten signature or mark at the top center of the page.

INDUSTRIALS - Continued

Table of industrial stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

LEISURE - Continued

Table of leisure stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

PROPERTY - Continued

Table of property stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

INVESTMENT TRUSTS - Cont.

Table of investment trusts including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

OIL AND GAS - Continued

Table of oil and gas stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.



MINES - Continued

Table of mining stocks including companies like Anglo American, De Beers, and Anglo Coal, with columns for stock price, high, low, and volume.

NOTES

Text providing information about notes, including interest rates and terms of various financial instruments.

PLANTATIONS

Table of plantation stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

MINES

Table of mining stocks including companies like Anglo American, De Beers, and Anglo Coal, with columns for stock price, high, low, and volume.

REGIONAL & IRISH STOCKS

Table of regional and Irish stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

OPTIONS - 3-month call rates

Table of 3-month call rates for various options, including interest rates and terms.

Additional text at the bottom right of the page, possibly a disclaimer or contact information.

INSURANCES

Table of insurance stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

LEISURE

Table of leisure stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

MOTORS, AIRCRAFT TRADES

Table of motor and aircraft trade stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

COMPONENTS

Table of component stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

SHIPPING

Table of shipping stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

SHOES AND LEATHER

Table of shoes and leather stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

SOUTH AFRICANS

Table of South African stocks including companies like Anglo American, De Beers, and Anglo Coal, with columns for stock price, high, low, and volume.

TEXTILES

Table of textile stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

OVERSEAS TRADERS

Table of overseas trader stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

FINANCE, LAND, ETC.

Table of finance, land, and other stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

FINANCE, LAND, ETC.

Table of finance, land, and other stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

FINANCE, LAND, ETC.

Table of finance, land, and other stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

FINANCE, LAND, ETC.

Table of finance, land, and other stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

FINANCE, LAND, ETC.

Table of finance, land, and other stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

FINANCE, LAND, ETC.

Table of finance, land, and other stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

FINANCE, LAND, ETC.

Table of finance, land, and other stocks including companies like British Airways, British Petroleum, and British Telecom, with columns for stock price, high, low, and volume.

